

## THE NATION'S BUSINESS

PUBLISHED BY THE  
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"The Nation's Business" is the organ of the Chamber of Commerce of the United States of America, and is prepared for the use of editorial writers, commercial organizations, and the councilors of constituent members.  
The Nation's Business will gather for the use of newspapers and organizations, current information regarding the development of the nation. Every reader is therefore invited to be a correspondent regarding local, State, or national facts of agriculture, mining, manufacturing, transportation, distribution, finance, education, the professions, the government, and altruism.  
Names of those other than editors, organizations, or councilors who desire to receive "The Nation's Business" regularly will be registered at the rate of one dollar for twenty issues.

MONDAY, SEPTEMBER 2, 1912.

### THE NATION'S BUSINESS.

The nation's business is to learn the extent of our resources and to understand the interests of our population, without whose activities resources have no value.

The nation's business is to regard the use of resources as better than either waste or disuse, and therefore to move for conservation that shall safeguard the future while serving the present.

The nation's business is summed up in three productive lines—agriculture, mining, and manufacturing; in three distributive lines, transportation, distribution, and finance, and in various activities dependent upon production and distribution—education, the professions, governmental life, altruistic service, and the like.

The nation's business is to believe that all who render service are entitled to reward, and to implant the element of hope and courage in every human being who, in his place, is doing his duty well.

The nation's business is to strive for a genuine equilibrium between agriculture, industry, and commerce.

The nation's business is to work for unity of purpose in variety of tasks; to seek to produce one spirit of patriotism, expressing itself in the activities and aspirations of forty-eight States and our insular possessions, and to look forward to more cohesiveness and riper judgment in the years that yet stretch before a nation so young.

The nation's business is to safeguard from exploitation all who come from foreign lands to throw in their lot with us, and to impart immediately to their children the sense of actual inheritance in all the deeds and growth and successes that have been ours since we first breathed the breath of life as a nation.

The nation's business is to place before each American child such educational opportunities as can prepare it for the battle of life.

"The Nation's Business" will set forth periodically affirmative information and thought regarding our progress as a nation. Its columns will not be controversial. It will not touch partisan politics. It will assume that each public servant is well-intentioned and that he is entitled to that assumption until proved unworthy. "The Nation's Business" will neither muck-rake, denounce, nor defame. Its editorial motive is to place before the editorial writers of the country and the officials of organized efforts the constantly varying phases of development connected with the resources of the nation, so that knowledge may be widely increased and constructive suggestions become quickly known in every nook and corner of our far-flung territory.

### TO EDITORIAL WRITERS AND SECRETARIES.

The second issue of The Nation's Business will appear September 23 and will synchronize with the Fifth International Congress of Chambers of Commerce at Boston September 24 to 28 and the Seventh Annual Convention of the American Association of Commercial Executives at Washington September 23 to 25. The main purpose of that issue will be to indicate the constructive services that have been rendered to the nation by commercial bodies.

### NO FEDERAL SUPPORT.

The strength in this country of ours, of a Chamber of Commerce that shall truly represent all interests and all sections will lie in the fact that while it will co-operate with every executive department and with every legislative department of the government, it will accept neither appropriation nor subvention from the government, but will find a way to support itself and carry on its work solely by the contributions of its members. More than that, it will not permit upon its board of directors or in its controlling force representatives of either the executive or legislative branches of the government, but will stand in an advisory capacity, gathering its information in its own way and by referendum to its constituent members, ascertaining public opinion with respect to national business questions in all parts of the country, which opinion when gathered shall be presented to the government for action, but without the possibility of the organization being beholden either to the administration or to Congress for its support.

In this manner a force will be created that will have a proper influence as the years shall pass; whereas if a force were created which was supported in even the slightest degree by contributions from the public treasury it would have lost its influence with the people of the country as a whole and would in all probability in the course of a very few years become involved in partisanship to the extent of endangering its existence.—From address by President Wheeler before the Union League Club of Chicago May 14, 1912. Copies of this address will be mailed on request.

### TO EDITORIAL WRITERS.

In another column appears a brief statement regarding the advantages and business efficiency involved in presenting to Congress a budget.

"The Nation's Business" will put forth in November a survey of expression either for or against such a method. Editorial writers, therefore, invited to mail to this office copies of any and all opinions on this subject. The purpose in gathering these editorial opinions is to enable the nation as a whole to catch an impression of opinion on a subject that has great possibilities in facilitating the nation's business.

### THE CHAMBER'S FIELD.

Very few organized efforts touch the interests of our entire population—men, women, and children. This will ultimately be accomplished by the Chamber of Commerce of the United States of America. The reason for such a sweeping statement is easily made apparent.

Ninety million people now make up this great nation. Some are tottering with age; some are just beginning the race of life; yet every one of them, from the smallest infant to the oldest patriarch, is affected by another's work and success. Not an individual the nation over has received food and raiment and housing without the assistance of others. These three necessities are the foundation stones of all business. They are the starting point for the interchange of commodities. The farmer tries to raise more than he will consume in order that he may have the wherewithal to exchange for the things that he needs, but which he can neither grow nor make. The same mutual dependence runs through all other interchanges of every kind and description.

This mutual dependence has existed since the arrival of our first settlers. The problems of dependence were comparatively simple when few people were here and small territory was covered. The problems of dependence have been intensified as the nation has grown and spread. Now, in the year 1912, when there are no more States to be carved

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## ENGLAND SHOWS MANUFACTURERS AFRICA'S NEEDS

Sample Display Demonstrates How Distant Market Is Best Fostered.

### WE SHARE IN TRADE

United States Products in Lead Over Those of Foreigners in Many Lines.

There has recently been held at Birmingham, England, an exhibition of samples of hardware, hollow ware and iron tools, and in the South African market. This exhibition was intended to show British manufacturers of similar lines exactly what types of general hardware, hollow ware and tools meet the requirements of the market in the South African Union and appeal particularly to purchasers and users.

Accompanying this exhibition was a very fully reported report issued by the Commercial Intelligence Branch of the British Board of Trade, which discussed separately each sample exhibited and explained with some detail why it was popular and showed wherein the British articles of the same kind were unable to hold their own in this market. The report, with the samples attached, was so thoroughly done that manufacturers of kindred lines who studied the report and the samples could not but have benefited. In fact, the exhibition and report were examples of the most practical kind of trade promotion under government auspices.

It is interesting to note that in referring to tools, the market for which appears to be largely commanded by American manufacturers, it was remarked that British tools lack the finish of those of American origin and that if the British manufacturer is to compete successfully with the Americans he must make his tools as good as those of the Americans. The report further remarked that England was steadily losing ground in all classes of iron and steel.

**Praises American Methods.**

The report further commented in favorable terms upon the packing of American articles shipped to the South African market and upon the willingness of American manufacturers to study the wishes, habits and needs of the South African market. It was pointed out that the American method of introducing new articles into the market was a rule well made, but only too often sold at prices which enabled the German, Swedish, Belgian, and American competitors to capture the market at the expense of the British.

It appears from the report that Germany controls the South African market for enameled ware, which includes basins, bowls, camp canteens, engineers' kettles, cups, saucers, dinner carriers, meat dishes, pie dishes, soap dishes, dish washers, covers, funnels, milk jugs, and many other articles. The British articles with wells, panhandles, egg pans, fry pans, bread pans, dinner and soup plates, and white coffee cups. Austria is the chief competitor in the market for tinware, and also sends swimmers, spittoons, soap tureens, and toilet sets.

**Some of Our Rivals.**

Wire pliers, agricultural wrenches, and chain pipe wrenches come from Germany and America. In the latter of which America formerly held the market, but American rivals from Germany and Germany wire nails, but those from America and Belgium are also in large demand.

In bolts and nuts America leads, but in smaller sizes, from 3-8 inch upward, the British are preferred. From Sweden come horseshoe nails, from Germany wire cloth, and from Belgium wire cloth. From Germany come also spades of electric steel, both with a full socket and half socket bent, which are highly valued in the market being that the British are too soft. German shovels also appear to be preferred. American hoes, with two, three, four, and five blades, are also in demand. The British being regarded as too high in price. The same is true of clocks, as distinguished from alarm clocks, which in the late war American and German alarm clocks have the entire trade.

**Lamps for Darkest Africa.**

Among other American articles that are highly regarded and the sales of which are greater than those of their competitors, are lamps, under the names of Lamp, Opal, and Opal. These are cheap, and the variety and design are held to be attractive. America monopolizes the sale of lamp chimneys. Miller's white paint is the cheaper quality of glassware Belgium is in the lead, and for the better qualities Great Britain. Because of their price German butter bowls and sugar bowls are preferred.

American Atlas Special Fruit Jars, made in pint, quart and half gallon sizes, are popular in the market. While American padlocks (Miller) have the entire market, and an enormous trade is done. The fact that these padlocks are made in the United States is a card contains a design of each padlock so that when one has been sold from the card it is still possible for the would-be purchaser to know the range of padlocks for sale is regarded as an excellent plan.

America and Germany stand well in chains, and Sweden in hammers and nails, and steel butt hinges, formerly held by the Stanley Works, in the United States. Sweden now leads. The quality and finish of these hinges are commended as excellent. Black hinges from America are also in large demand, and their price is not high. The quality of the hinges of American origin is in great demand and popular, the British fly paper not holding the market, because it dries in the heat.

In Crown mirrors, zinc mirrors and wooden mirrors the demand is for those of German make. This is also true in scissors, pocket knives and nail scissors, which are sold, as far as the cheaper grade are concerned, but in the

better grades the Sheffield makers hold their own. Butter-papers and cut-butter paper come from Germany. Drapers' cap paper comes from Sweden. Kraft brown paper, 60 and 80 pounds, from Norway; drab ceiling paper, 20 to 40 pounds, from Norway, and Acme glazed paper from Germany.

A most interesting small churn with tin or zinc top and mechanism and a glass receptacle, the handle of holding about two gallons of cream, which monopolizes the market, was on exhibition. This is made in one, two, three, and four liter sizes. The mechanism was somewhat similar to that of an ice-cream freezer.

Cruets are, as a rule, German, while most plates from America have captured the trade. The reason of the method of blinding the corners. Mouth organs are German, as are Primus stoves, but the Perfection American stove is very popular.

In fly traps, America does a large trade, as it does in fenella, staples, and water valets. The latter, as water must be carried so much for transport in South Africa, are used to sling under wagons and carts. Kegs with a capacity of one to four gallons come from America, but in the better qualities from Great Britain.

Belgium furnishes tumblers, molded glass plates from America (Bedford) of 400, 600, 800 and 1,000 capacity. Emphasis is placed on the scale question, because this is a prominent Birmingham industry.

Store trucks of American make appear to be regarded very highly in South Africa, and attention is called to the design of the truck, which is regarded as the features which make them successful. A criticism, however, was made by a prominent Birmingham business man that the trucks were not properly finished, inasmuch as the casting marks on the rims had not been filed off, but that fact does not seem to affect their sale in South Africa.

Germany has the market for staple players, while there is a fairly large market for the names of Clippard, Dash, Searchlight, &c. The glass churns to replace broken ones of the churn previously mentioned, are supplied, as it does concern, for which there appears to be a considerable demand among the natives of South Africa.

It is surprising to find that the demand

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## PURE FOOD BOARD BANS "GREENING"

Use of Copper Salts for Coloring Vegetables Declared an Adulteration Under the Law.

The question of the use of copper salts in the greening of foods was referred by the Secretary of Agriculture, on March 11, 1912, to the Federal Board of Consulting Scientific Experts. Exhaustive investigations have been conducted by that board and the Department of Agriculture has received the report of the investigations. The questions which were referred to the Referee Board are as follows:

"(a) Vegetables greened with copper salts adulterated under the Food and Drugs Act of June 30, 1906, because—  
"(1) A substance has been mixed or colored, or coated, or soiled in a manner whereby damage or inferiority to health;  
"(2) In large quantities;  
"(3) In small quantities, or in quantities reaching by the Referee Board, from a study of their experimental results and considerations are as follows:  
"(4) Copper salts used in the coloring of vegetables as in commercial practice cannot be said to reduce or lower or injuriously affect the quality or strength of such vegetables as far as the food value is concerned.  
"(5) They contain an added poisonous or deleterious ingredient which may render such articles injurious to health;  
"(6) In large quantities;  
"(7) In small quantities, or in quantities reaching by the Referee Board, from a study of their experimental results and considerations are as follows:  
"(8) Copper salts used in the coloring of vegetables as in commercial practice cannot be said to reduce or lower or injuriously affect the quality or strength of such vegetables as far as the food value is concerned.  
"(9) In attempting to define a large daily quantity of copper regard must be had to the maximum amount of copper which might be consumed daily. A daily dose of 100 grams of copper salts, or more than 100 to 150 milligrams of copper, such a bulk of greened vegetables is so large, however, that it would hardly be considered excessive in the ordinary use of vegetables, which in the ordinary use of vegetables may be consumed over longer periods. From this point of view 10 to 12 milligrams of copper may be regarded as the upper limit of a daily quantity.

**When Food Is Adulterated.**

"It appears from our investigations that, in certain directions, even such small quantities of copper may have a deleterious action and must be considered injurious to health."  
The Food and Drugs Act of June 30, 1906, provides that a food is adulterated "if it contains any added poisonous or other matter which renders such article injurious to health."  
The act also provides that a food is adulterated "if it be a colored or inferiority in a manner whereby damage or inferiority is caused."  
It is apparent from the findings of the Referee Board that all foods greened with copper salts are positively adulterated under the first above-quoted provision of the law, and that in certain cases foods may be adulterated under the second above-quoted provision.

The Secretary of Agriculture, therefore, will regard as adulterated under the Food and Drugs Act, foods greened with copper salts, which, on and after January 1, 1913, are used for entry into the United States, or are for sale in the District of Columbia or Territories, or are shipped in interstate commerce.

All previous food inspection decisions on the subject of greening of foods with copper salts are amended accordingly.

The complete report of the investigations of the Referee Board on this subject will be published by the Department of Agriculture.

R. E. DOOLITTLE,  
Secretary of Agriculture.  
JAMES WILSON,  
Board of Food and Drug Inspection.  
Approved:  
Washington, D. C., July 12, 1912.

## MILLION ALIENS REACH COUNTRY IN LAST YEAR

Of These 838,172 Are Immigrants in Search of Homes. Officials Report.

### INFLUX SHOWS DECREASE

Commerce and Labor Department Men Say Statistics Show Falling Off.

More than one million aliens, both immigrant and nonimmigrant, were admitted to the United States in the year ending June 30, 1912, according to officials of the Bureau of Immigration and Naturalization of the Department of Commerce and Labor. Nonimmigrant aliens are second and first class passengers; many of whom intend to take up residence.

The number of immigrant aliens admitted in the last year is smaller by nearly 40,000 than the number admitted in the year ending June 30, 1911, and more than 200,000 smaller than the number admitted in the year ending June 30, 1910.

### Port Statistics.

Port.	Immigrant.	Non-Immigrant.	Total.
Atlantic ports:			
New York, N. Y.	603,181	112,338	715,519
Boston	30,732	10,098	40,830
Philadelphia, Pa.	43,749	2,636	46,385
Baltimore, Md.	21,067	814	21,881
New Orleans, La.	15,415	7,745	23,160
Portland, Me.	2,668	12,511	15,179
New Bedford, Mass.	1,567	302	1,869
Providence, R. I.	5,178	602	5,780
Norfolk, Va.	280	97	377
Savannah, Ga.	1,406	1,410	2,816
Miami, Fla.	1,435	2,457	3,892
Key West, Fla.	11	64	75
San Juan, P. R.	1	1	2
Other Atlantic:	47	9	56
Gulf of Mexico ports:			
Tampa, Fla.	1,224	1,883	3,107
Pensacola, Fla.	18	32	50
Mobile, Ala.	96	122	218
New Orleans, La.	1,284	2,132	3,416
Galveston, Tex.	4,738	311	5,049
Other Gulf ports:	27	4	31
Pacific ports:			
San Francisco, Cal.	3,593	4,168	7,761
Portland, Ore.	2,113	1,392	3,505
Seattle, Wash.	220	723	943
Canadian Pacific ports:	125	20	145
Alaska:			
Canadian border:	37,154	9,386	46,540
American border:	22,892	5,949	28,841
Insular possessions:			
Honolulu, Hawaii:	6,616	1,342	7,958
Port Rico:	1,386	1,771	3,157
Total:	838,172	178,993	1,017,165

The statement, taken with statistics of the whole immigration movement from 1909 to 1912, shows that nearly 30,000,000 immigrants have reached the United States during that period. These figures leave out of consideration nonimmigrant aliens.

### Numbers by Years.

Period.	Immigrant.	Non-Immigrant.	Total.
Year ended Sept. 30—			
1909	838,172	178,993	1,017,165
1910	838,172	178,993	1,017,165
1911	838,172	178,993	1,017,165
1912	838,172	178,993	1,017,165
Year ended Dec. 31—			
1909	838,172	178,993	1,017,165
1910	838,172	178,993	1,017,165
1911	838,172	178,993	1,017,165
1912	838,172	178,993	1,017,165
Year ended June 30—			
1909	838,172	178,993	1,017,165
1910	838,172	178,993	1,017,165
1911	838,172	178,993	1,017,165
1912	838,172	178,993	1,017,165

The above figures, taken in conjunction with the development of the nation, dem-

onstrate four points, and lead to a fifth. First, that without the arrival of this immense stream, the development of our country would have been vastly slower.

Second, that the impress made upon American purpose by the fathers of this country has so far been able to maintain a clearly defined nationality, notwithstanding the arrival of many from many nations.

Third, that the immigrant himself has responded to the American genius and endeavored to adapt himself to the ideals of a new nation.

Fourth, that the rapid absorption and disappearance of a distinct immigrant type up to the end of the last century was due to our educational system.

Fifth, whatever may be the opinion as to a relaxation of tests, there can be no division of opinion as to the immense importance of setting before all new arrivals and their children the best possible impressions of the national purpose actuating the people to whom they have come.

### NEW TRADE MAGAZINE.

"Steam Machinery" to Be Published at Duluth, Minn.

"Steam Machinery," a monthly magazine of men, machinery and methods, intended especially for the lumberman, the contractor, the railroad builder and the excavator, will commence publication before the end of this year.

The magazine will contain departments devoted exclusively to each of the above, and will publish therein articles of interest to those engaged in these various lines.

Contributions of a technical or amusing nature are invited on anything pertaining to the above.

All articles submitted must be in type-script, and accompanied by a stamped addressed envelope for return in case of nonacceptance. All articles submitted will be accepted or rejected within a month from the date of receipt.

Accepted articles will be paid for immediately after publication, not at a word rate, but at a rate determined by their interest and value, and by the originality of the thought contained in them.

The magazine will be edited, for the Clyde Iron Works, of Duluth, Minn., by Charles H. Mackintosh, to whom all articles should be submitted.

## CHEMISTS GATHER IN GREAT MEETING

Will Show the Close Relation of Chemical Research to Business.

The eighth International Congress of Applied Chemistry will open in Washington, September 4. It will then adjourn to New York for further meetings September 6. Its sessions will end September 13.

The programme of this congress is a complete demonstration of the extent to which chemistry affects every business. More than one thousand papers will be read and it is therefore impossible within limited space to set forth the extraordinary variety and practicality of these papers.

The list of the section meetings appears below:

Section 1—Analytical Chemistry, with six topics.  
Section 2—Inorganic Chemistry, with sixteen topics.  
Section 3—Metallurgy and Mining, with twenty-four topics.  
Section 4—Explosives, with nine topics.  
Section 5—Silicate Industries, with nine topics.  
Section 6—Organic Chemistry, with twelve topics.  
Section 7—Coal Tar, Colors and Dye-stuffs, with fourteen topics.  
Section 8—Food and Chemistry of Sugar, with eleven topics.  
Section 9—India Rubber and Other Plastics, with five topics.  
Section 10—Fuels and Asphalt, with four topics.  
Section 11—Fats, Fatty Oils and Soaps, with six topics.  
Section 12—Paints, Drying Oils and Varnishes, with seven topics.  
Section 13—Starch, Cellulose and Paper, with fifty-two topics.  
Section 14—Fermentation, with three topics.  
Section 15—Agricultural Chemistry, with nine topics.  
Section 16—Hygiene, with five topics.  
Section 17—Pharmaceutical Chemistry, with seven topics.  
Section 18—Bromatology, with eleven topics.  
Section 19—Physiological Chemistry and Pharmacology, with twelve topics.  
Section 20—Photochemistry, with four topics.  
Section 21—Electrochemistry, with sixteen topics.  
Section 22—Physical Chemistry, with thirty-one topics.  
Section 23—Law and Legislation Affecting Chemical Industry, with six topics.

The following joint sessions have been announced to date:

(a) Analytical Chemistry with Pharmaceutical Chemistry, with Electrochemistry.  
(b) Inorganic Chemistry, with Physical Chemistry, Electrochemistry and Silicate Industries.  
(c) Metallurgy and Mining with Electrochemistry.  
(d) Fuels and Asphalt with Political Economy and Conservation of Natural Resources.  
(e) Fats, Fatty Oils and Soaps with Inorganic Chemistry and Paints, Drying Oils and Varnishes.  
(f) Starch, Cellulose and Paper with Electrochemistry, Explosives and India Rubber and other plastics.  
(g) Fermentation with Industry and Chemistry of Sugar and Starch, Cellulose and Paper.  
(h) Photochemistry with Paints, Drying Oils and Varnishes.  
(i) Electrochemistry with Inorganic Chemistry and Metallurgy and Mining.  
(j) Electrochemistry with Inorganic Physical Chemistry and Agricultural Chemistry.

This Congress, which is the eighth of the series, was invited to this country by the President of the United States at the solicitation of more than 4,000 American chemists. The printed report of the congress is expected to contain upward of 8,000 pages.

The following statistics may be helpful in obtaining an idea of the scope of some of these congresses in the past:

Berlin, 1908—38 countries represented, 2,533 members, 479 papers, 4,044 pages in final report.

Rome, 1906—40 countries represented, 2,770 members, 638 papers, 5,500 pages in final report.

London, 1904—51 countries represented, 4,109 members, 955 papers, 4,173 pages in final report.

## AID FOR TRADE BUREAU'S AIM, CHIEF STATES

A. H. Baldwin, Chief of New Office, Tells of Plans to Foster Commerce.

### COMBINES OLD DUTIES

Chamber of Commerce of United States and Local Bodies Expected to Help.

By A. H. BALDWIN,

Chief of the Bureau of Foreign and Domestic Commerce.

Congress has in recent legislation established a Bureau of Foreign and Domestic Commerce in the Department of Commerce and Labor by combining the Bureau of Manufactures and the Bureau of Statistics, and in addition to the work of these two bureaus as previously organized, duties somewhat closely related to the work of investigation which has been carried on by the Tariff Board have been allotted to this new office.

Congress thus, in the very name which has been given to this new bureau, again emphasizes the fact that the function of promoting commerce and manufactures, not domestic commerce alone but foreign trade as well, is essentially and primarily the duty of the Department of Commerce and Labor. Probably one result of the establishment of this new bureau under this name will be to end the confusion in the public mind as to the relative authority of the Department of Commerce and Labor in the field of commercial promotion service by the Federal government in foreign countries. This confusion resulting from the fact that the commercial reports of officers of the Department of State are issued by the foreign department.

Trade reports of the consular officers have been published by the Department of Commerce and Labor since its establishment in 1906, and they have been an increasingly important factor in the growth of our foreign trade. The consular and trade reports are now issued in an edition of 20,000 copies, and these reports are relied upon for current information in regard to trade conditions in foreign countries by thousands of manufacturers and exporters.

### Co-operation of Departments.

Those not familiar with the terms of the law establishing the Department of Commerce and Labor "to foster, promote, develop and extend the commerce of the United States at home and abroad," have not fully understood that under this law the Department of State maintains its vast useful service of commercial promotion abroad through consuls, as a part of its active co-operation with the Department of Commerce and Labor. The Department of State co-operates abroad in the same effective manner with the Department of Agriculture in the field of service of the larger department, and with the Treasury Department in matters relating to customs duties. In foreign fields, American consuls are practically representative in part of the interests of all the executive departments at Washington, although, as is entirely logical from their relations with officers of foreign governments, the primary control of these officers is placed with the Department of State.

In the commercial field consuls are the observers of current trade conditions, and these officers have been doing admirable work in this line. Since the Department of Commerce and Labor was established, with its highly organized commercial service, they have found themselves in much closer relations with commercial interests than before this new department was organized. As a consequence their trade reports have attracted more interest and attention in part of the reports to any other department of the government. The broadening of the scope of the work of the new Bureau of Foreign and Domestic Commerce will inevitably establish still closer and more effective co-operation between the consular officers and the commercial department.

### For Constructive Service.

If given adequate support by Congress this new bureau should soon become one of the most important and effective branches of the Department of Commerce and Labor in its constructive service for commercial interests. The nation has spent great sums for agricultural investigation and promotion, and has received large dividends on this expenditure.

In commerce, as in agriculture, there is an opportunity for splendid constructive service of a character that can be undertaken only by the Federal government. Dividends will be just as certain to follow when, through the use of trained investigators, expert brains are applied to the problem.

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Albertus H. Baldwin.



# THE CHAMBER'S FIELD.

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from empty spaces, the problems of mutual dependence must be fully understood and set forth if the nation is to continue growing in its internal powers and expanding into touch with the vast business of the world. From the earliest days of dawning comprehension to the final hours of life our citizens need a constant reiteration and an ever-increasing comprehension of mutual dependence and actual vital relationship.

Interchange of commodities runs through all local and national activities. Therefore, the foundation of our national life is business, and the motives and the powers of business define the very strength and value of our national life. Wars are incidents, but not permanent, molding factors in national development. Disasters are accidents, but when their damage is cleared away are practically forgotten by all except those who went through disaster and shock. Deeds of bravery on the battlefield and heroism in sudden disaster cannot be depended upon to reach and affect all minds. The one influence that reaches all and affects all is business. Therefore, the very foundation of the nation's patriotism is affected by business activity and interchange—farming, mining, manufacturing, the three productive efforts; transportation, distribution, finance, the three distributive necessities; education, the professions, government, altruism—activities that are impossible except as based upon production and distribution.

To preach commercial patriotism, to make common knowledge of what resources mean to the nation, to hold before the youth of the nation the challenge of inert and latent resources awaiting transformation, to point out the actual fact that the interests of each are the interests of all—this is a broad interpretation of that which is to be the work of the Chamber of Commerce of the United States of America. Consequently it is correct to state that if its work is well begun, well done, and carried on with a true sense of its responsibility, then the Chamber of Commerce of the United States in actual fact will affect the interests of ninety million people.

## COMMITTEES ON NATIONAL LEGISLATION.

The Springfield (Mass.) Board of Trade, one of the most efficient and best organized commercial organizations in the country, has made provision for special co-operation with the Chamber of Commerce of the United States of America by a method which will probably be of interest to other organizations throughout the country. The Springfield organization feels that proper consideration of all large questions which the National Organization will have to deal with calls for a considerable degree of familiarity with these questions and a knowledge of their importance. It believes, therefore, that it would be a great advantage to the commercial interests and to the country as a whole if in every State the local organizations would select a small group of representative men who would make it their special business to devote some time and thought to the study of national business and economic questions such as the Chamber of Commerce of the United States of America must deal with and be prepared in their own community to aid in the solution of these questions.

To carry out this idea, the Board of Trade of Springfield has very carefully selected six of the ablest and most progressive business men in that city and appointed them to a standing committee which will be known as the "committee on national legislation." This committee is made up of the following:

Henry H. Bowman, President Springfield National Bank; Samuel Bowles, President the Republican Company; A. Willard Damon, President Springfield Fire and Marine Insurance Company; William W. McClench, President Massachusetts Mutual Life Insurance Company; Andrew B. Wallace, of Forbes & Wallace, dry goods merchants; William H. Stuart, President Springfield Glazed Paper Company, chairman of committee.

All of these gentlemen are well informed on national business questions. They stand as among the foremost citizens in Springfield in the development of the great prosperity of that city. They are very much interested in the Chamber of Commerce of the United States of America, some of them having been delegates to the Washington Conference as representing the Springfield Board of Trade. It will be their special duty to keep in touch with the evolution of the national organization and to co-operate with it. In this connection, one of the primary duties of this committee will be to consider questions referred to the various organizations by the national body and report on them to the Springfield Board of Trade.

It is felt that one of the advantages of this relation between the national organization and local bodies is that there will be continually a considerable number of well-equipped local business men who will make it their business to keep informed concerning the doings of the national organization and the various business and commercial questions which will be dealt with from time to time.

## CONSTITUENT MEMBERS OF THE

### Chamber of Commerce of the United States of America

#### AND COUNCILORS WHERE SELECTED.

Organization.	Councilor.
Arizona:	
Phoenix, Board of Trade.....	Not selected
California:	
San Francisco, Chamber of Commerce.....	Not selected
Santa Cruz, Chamber of Commerce (pending).	
Connecticut:	
Bridgeport, Board of Trade.....	S. E. Vincent
Delaware:	
Wilmington, Board of Trade.....	Not selected
Washington, D. C.:	
Board of Trade.....	Not selected
Georgia:	
Athens, Chamber of Commerce.....	H. J. Rowe
Hawaii:	
Honolulu, Chamber of Commerce.....	Not selected
Illinois:	
Chicago, American Association of Refrigeration.....	Not selected
Chicago, Association of Commerce.....	Not selected
Chicago, Board of Trade.....	Hiram N. Sager
Chicago, Central Supply Association.....	Not selected
Chicago, Garment Manufacturers' Association.....	Louis Herzog
Chicago, Illinois Commercial Federation.....	Douglas H. Bethard
Chicago, Illinois Manufacturers' Association.....	Charles Peiz
Chicago, Industrial Club.....	Not selected
Chicago, Millinery Jobbers' Association.....	Not selected
Chicago, National Association of Box Manufacturers.....	Not selected
Chicago, National Association of Tanners.....	T. Edward Wilder
Chicago, National Founders' Association.....	Not selected
Chicago, National Hardware Lumber Association.....	Fred A. Diggins
Chicago, National Implement and Vehicle Association (pending).	
Chicago, National Shoe Wholesalers' Ass'n of the	
U. S. ....	Henry S. Higgins
Chicago, Tight Barrel Stave Mfrs. Ass'n.....	Not selected
Freeport, Citizens' Commercial Association.....	Not selected
Indiana:	
Indianapolis, Board of Trade.....	Not selected
New Albany, Chamber of Commerce.....	Col. Charles L. Jewett
Kansas:	
Lawrence, Commercial Club.....	Not selected
Kentucky:	
Hopkinsville, Business Men's Association.....	R. L. Castleberry
Louisiana:	
New Orleans, Board of Trade, Ltd.....	C. H. Ellis
Maryland:	
Baltimore, Chamber of Commerce.....	Charles England
Baltimore, Flavoring Extract Manufacturing Association of the United States.....	W. M. McCormick
Baltimore, Greater Baltimore Committee.....	Not selected
Baltimore, Merchants and Manufacturers' Association (pending).	
Frederick, Board of Trade.....	D. John Markey

Continued on Page Three.

## NATIONAL BUDGET PLANS EXPLAINED

President's Economy Commission  
Expert Tells of Methods of  
Employing It.

### ALL OTHER NATIONS USE PLAN

"The Need for a National Budget" is the title of a report submitted to the President by his commission on economy and efficiency (House Document No. 351). What is meant by the "budget" is an annual prospectus of government business. The commission thinks that a clear-cut, concise, understandable statement should be prepared by the administration, and that this should be submitted to Congress as a basis for financing the work of the government.

As stated by President Taft, "The purpose of the report which is submitted (to Congress) is to suggest a method whereby the President, as a constitutional head of the administration, may lay before the Congress, and the Congress may consider and act on a definite business and financial program, and have the expenditures, appropriations, and estimates so classified and summarized that their broad significance may be readily understood; to provide each member of Congress, as well as each citizen who is interested, with such data pertaining to each subject of interest that it may be considered in relation to each question of policy to be gone into before an appropriation for expenditures is made; to have these general summaries supported by such details as are needed to consider the economy and efficiency with which business is done; in short, to suggest a plan whereby the President and the Congress may operate the one in laying before Congress and the country a clearly expressed administrative program to act on; the other, to lay before the President a definite statement of his long-range financial policy, and to suggest a plan whereby the President may be made responsible for determining each year's budget, and to suggest a plan whereby the President may be made responsible for determining each year's budget, and to suggest a plan whereby the President may be made responsible for determining each year's budget."

The United States is the only great country which does not have a budget. Congress has each year made increasing appropriations, but there is no need to take stock of our revenues. We are described by some writers as "surplus financiers." The President's commission on economy and efficiency, which is now working on a report, has a budget plan which it is recommending to Congress. The plan is to have a budget which will be a statement of the government's financial policy for the year, and will be a statement of the government's financial policy for the year, and will be a statement of the government's financial policy for the year.

Plans for the Budget. Concretely, the proposals of the commission, which were sent to Congress with the President's approval, are these: 1. That the President's annual report shall submit to Congress a definite statement of affairs in the form of a budget. 2. That the annual budget submitted to Congress should contain: A budget message—in which the President will set forth briefly the significant proposals to which the attention of the public and members of Congress is invited. A summary financial statement—in which would be briefly shown the current resources and liabilities of the government, the condition of appropriations, and other authorizations to officers to spend which affect the general fund, as well as other funds. An operation account—or a statement of revenues and expenditures for the last preceding fiscal year. A comparative statement—showing the effect of past financial policy, as well as of the proposed budget on the general fund surplus of the Treasury.

A cost summary—showing what the government has bought and what has been paid for things purchased, as a basis for inquiry into the economy and efficiency of contracts and purchases made by officers. A summary of estimates—setting forth the estimates of revenue and expenditures, as compared with the actual revenues and expenditures of prior years. A summary of changes in laws—setting forth what changes in law it is thought should be made in order to enable officers to transact the business of the government with greater economy and efficiency.

In Part I of the report, the commission has gone to much length in describing conditions as they actually exist. In Part II they set forth the considerations which lead to the recommendation. The report further contains several appendices, such as: A digest of laws governing the preparation and submission of estimates; another digest of statutory provisions pertaining to appropriation limits; a description of reports at present submitted to Congress by departments; a bibliography of Congressional inquiries into the economy and efficiency of the business of the government, and an analysis of budget procedure followed in twenty-eight foreign governments.

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Our Wires Leading. America seems to have the premier position for wire fencing in numbers 6, 7, 8, 10 and 12, and in black iron wire fencing of numbers 6, 7, 8, 10, 12 and 14, and in barbed wire fencing 16 and 36 pounds trial. The market for these goods is expected to grow. There is a demand for milk cans and cream cans and railway cans, which come from Denmark, and as dairymen are making great strides in the American wire trade is apt to increase. American claw hammers, cheap in price, for household use, command the trade which was formerly British. In iron wire for fencing, Germany has the lead. Germany has the lead, as it has for copper wire and aluminum wire 22, 24 and 26 B. W. G.

Wires for stoves and aluminum ware, including kettles, fry pans, light and heavy saucepans, hand handled saucepans, preserving kettles, milk boilers, and others of kitchen kind, are made in Germany. It appears that the German aluminum ware is spun, and therefore cheaper in price than British, and that the dull finish instead of the characteristic bright finish of the British to imitate tin, is more popular.

Finish of Our Goods Attracts. Particular reference is made to American small tools, which by their finish and strength and perfection of workmanship, as well as comparatively low price, command favorable attention. Among the tools mentioned as American make are ship augers, handles, boring machines, braces and bits, calipers, the strong and adjustable wrench, which are noted, and chisels. It is noted, as well, that the American prices and finish are attractive, while British tools are too heavy and too costly. Spring dividers, expansive bits of American make, are said to have a better finish in every way, while emery grinders, portable forges, fret machines, screw and pit gauges, and surface gauges of American origin, are in large demand.

Stuffer grease cups come from Germany, hook saws, ice picks, and lawn mowers are American. Particular reference is made to the fine character of American saws and the desirability of British makers pushing their saws, particularly as against American competition, and in this connection it may be said that British saw manufacturers have of late years been making every effort to recapture the British markets.

The American lawn mowers that are well spoken of are of comparatively cheap quality, and it is suggested that while not lowering the quality of their finer mowers, British manufacturers should put cheaper mowers on the market. South Africa, so to speak, is a desirable trade from America. While Germany provides blow lamps, America furnishes miter boxes and saws, planes, prospecting picks, key seats, tap wrenches, etc.

TO SECRETARIES. In some portions of the United States commercial organizations have received financial support through municipal budgets, thus placing the support of the commercial organization, in whole or in part, upon the taxpayer. The secretary of any such commercial organization is invited to send in a report of whether the system has worked satisfactorily or unsatisfactorily.

Continued on Page Three.

## PRESENT WASTE COSTLY TO FUTURE

Bureau of Mines Director Points  
Out Duties of Conserving  
Resources.

### CITIZENS MUST ASSUME DUTY

Use of the country's resources without regard to the individual citizen, as well as of the State and Federal governments, is pointed out by Dr. Joseph A. Holmes, in speaking of a bulletin (No. 47), "Notes on Mineral Waste," written by Charles L. Parsons, chief mineral chemist of the Bureau of Mines, which has just been issued.

"During the past year, in producing 500,000,000 tons of coal, we wasted or left underground, in such condition that it probably will not be recovered in the future, 250,000,000 tons of coal," said Dr. Holmes. "We turned loose into the atmosphere a quantity of natural gas larger than the total output of artificial gas during the same period in all the towns and cities of the United States; we also wasted or lost in the mining, preparation, and treatment of other important mineral products, both of which are being conducted by the Federal government."

"These losses serve to indicate the importance of inquiries and investigations by the Federal government for the purpose of lessening the waste of essential resources—investigations on the same general lines as those looking to a reduction in the loss of life in the mining operations of the country and the far more extensive investigations looking to the more efficient production and use of mineral products, both of which are being conducted by the Federal government."

"In a consideration of the possible activities of the individual, the State, and the Federal government in behalf of a less wasteful use of our mineral resources, certain facts and principles should be kept clearly in mind, namely: "This Generation Not Stinting."

"That the present generation has the power and it will exercise the right to use as much of the country's resources as it actually needs, there can and there will be no such thing as stinting the present generation by bottling up resources for the use of the future."

"That the nation's needs are likely to be curtailed, these needs will increase with the extent and diversity of the nation's industries, and they will increase more rapidly than population increases, for the reason that the per capita consumption of mineral products is rapidly increasing; and "That the men of this generation will not mine, extract or use these resources at continuous financial loss to themselves in order that something may be left for the use of future generations; there can be no such thing as a mineral industry without profits."

"Furthermore, it should be clearly understood that the mineral resources of this country are required long ages for their accumulation, and that of these resources the nation has but the one supply. There are no known substitutes available for the minerals which are needed when that supply will be exhausted, and, to the best of our present knowledge, this one supply must serve as a basis for the needs of the present and the far greater needs of the future."

"In a higher way our mineral resources should be regarded as property of the community, and in trust with regard to both the present and the future needs of the country. It should be remembered that neither human labor nor human capital can be trusted with their origin or to their intrinsic value, and that whatever rights the individual may possess have been derived from the general government and from the State as the original owner."

State Must Prevent Waste. "The State does not surrender its right, and should not neglect its duty, to safeguard the welfare of its future citizens by preventing the wasteful use of these resources. Though the individual may claim the right to use the resources in proportion to his needs and the needs of his family, he certainly has no right to waste that which is not needed for present use, but is certain to be needed hereafter."

The present report embodies the results of certain preliminary inquiries as to the nature and extent of this waste. It will be followed by a more detailed report on the subject as soon as the necessary inquiries and investigations have been conducted and the results put in shape for publication.

"In the preliminary work along these lines, the representatives of the bureau have received the cordial co-operation of engineers, chemists and geologists with the varied mineral industries of this country and also of the owners and the operators of the mines and the metallurgical plants."

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Continued on Page Three.

## A Nation's Heroes Who Died in Line of Duty

Another martyr to medical science was sacrificed to the weal of the American people during August, when Dr. Thomas B. McClintic, of the United States Public Health and Marine Hospital Service, died at Georgetown University Hospital at 5:30 o'clock, after making a gallant fight against the ravages of the Rocky Mountain (spotted) fever, which he contracted a week ago in the Bitter Root Valley of Montana while investigating the disease for the public health service.

Dr. McClintic is another of the United States Public Health and Marine Hospital Service experts who have given their lives while fighting to protect American homes from the ravages of new and fatal diseases. Realizing the extreme danger of the Rocky Mountain (spotted) fever, Dr. McClintic bravely went into the Bitter Root Valley, where the disease is found in its worst form, and used all

after which he was ordered to the Philippine Islands, returning to Washington in 1909, where he continued his research work. In the spring of 1911 he was sent to Montana to investigate the Rocky Mountain or spotted fever, and last winter returned to do special research work here. Last March he went again to the Bitter Root Valley, where he remained until stricken with the disease, August 9.

Fifty thousand and weak ticks of the fever-carrying species, which were collected by Dr. Thomas B. McClintic have been sent to the Hygienic Laboratory of the United States public health service in this city for study.

The health service is determined that the fever shall be stamped out, and there will be no interruption in the work which was temporarily interrupted by the death of Dr. McClintic. A bill has been introduced in Congress asking for a special appropriation to carry on the work, and every effort will be made to bring about its passage.

Immediate Examinations Planned. The scientific examination of the ticks which have been received at the Hygienic Laboratory will be started at once, and by next spring, when the disease is said to be the most prevalent, the government experts will be better fitted to wage the fight against it. As in the case of the yellow fever and bubonic plague, the fight will continue. This disease, although supposed to have been known by the Indians, was not studied by the medical fraternity until about ten years ago.

Dr. McClintic's death serves to recall to national memory and gratitude the matchless services of the yellow fever commission which served during the summer of 1909 and 1910. The members of the commission were Maj. Walter Reed, surgeon, United States Army, and Acting Assistant Surgeons James Carroll, Charles A. Graham, and Jesse W. Lazear, United States Army. These heroic men by study and by personal risk wrenched the secrets of yellow fever from world-old ignorance, proved its relation to infection through mosquitoes, and robbed it of its terrors for all time.

Dr. Jesse W. Lazear died of the disease in September, 1909, having deliberately exposed himself to infection by mosquito bites. Dr. James Carroll narrowly escaped death from deliberate infection. He recovered, only to die in 1907 from heart exhaustion, as instructor in George Washington University. Dr. Walter Reed died in Washington in 1902 from appendicitis. Dr. Agramonte is still alive.

In addition to these noble men, about twenty soldiers volunteered to be bitten, being willing to take the risk in order to spread the disease, and in the process of combating yellow fever. The full heroism of this great investigation can be understood by sending for George Washington's No. 32, issued during the third session of the Sixty-first Congress.

By W. STANWOOD FIELD, Director of Evening and Continuation Schools, Boston.

A military system that confined its attention to the training of officers, ignoring instruction to privates, would be condemned. Yet such a system has been followed educationally in our industrial army. Educational short cuts have been provided for those who have time and money to prepare for industrial leadership. They have been provided with technical schools of high grade, requiring at least the equivalent of college education. The majority of our youth, however, equally ambitious and capable, have been obliged to enter employment with no preparation at an early age. They have helped support the home, while those more fortunate have attended high schools at public expense. The curriculum of the schools which they did attend has been adapted for the few who later go to high school and college.

What, then, of the boy and girl who, at fourteen, find themselves facing employment in industries highly specialized and offering no opportunity for training, either for industrial or social betterment? Without such training little or no advancement can be made vocationally. At its majority the youth finds himself too old for boy's work, unprepared for man's work, worse off intellectually than when he left the elementary school, and, he joins the ranks of the unskilled.

In our larger cities educational opportunities in evening schools have been provided, but boys and girls under seventeen are usually too fatigued from their day's work to benefit by intensive instruction in the evening. This has long been recognized in France and Germany. That one-half of your youth between the

ages of fourteen and eighteen years are employed is a conservative estimate. No society is under as great an obligation to care for its young as the industrial society. It is its duty to itself and to the group. Ultimately it will insist that every boy and girl, until the eighteenth birthday, shall follow the demonstration of ways and means of instruction for vocational, cultural, and civic betterment.

The Continuation Schools. In 1909 Boston's school committee passed orders looking to the establishment of part-time or continuation schools for young workers, and during the past three years courses have been conducted in shoe and leather, dry goods, banking, salesmanship, preparatory salesmanship, and household arts. During the coming year courses in retail shoe salesmanship, clothing, and cooking and serving will be added. Other courses will be added as the demand for them becomes apparent.

Prominent individuals and leading trade organizations, notably the New England Shoe and Leather Association, have been influential in securing the necessary co-operation with employers. Employers whose workers have attended these schools have given an statement of their conviction that this instruction is of great benefit both to the employer and the employed.

New England Shoe and Leather Association, writes: "I think I express the opinion of the New England Shoe and Leather Association, and of the shoe and leather trade generally, when I say that this innovation in local educational methods has already proved itself to be a most valuable addition to our school system."

WASHINGTON SHAKES OFF DEBT. With a smaller debt than that of any other city of great size in the United States, Washington paid out \$1,591,687.40 toward the elimination of the municipal debt for the fiscal year ended July 1 last. This is the largest payment which has been made by the District in any year, but it will be exceeded at the end of the present fiscal year by more than \$1,000,000. At the present rate of payment, but four years will be required to free the District from debt.

The rapid elimination of the debt meets the disapproval of the Commissioners, who favor a payment of but \$500,000 each year, remaining money to be spent in local improvements. Washington, the officials recently announced, is the only city in the United States that is reducing, not increasing, its debt.

The debt is now \$10,240,499.57. Of the amount which was paid out, \$886,020.65 was on account of advances by the United States, \$76,016.75 on account of park improvements, and \$629,650 on account of the bonded debt.

Of the amount which remains, approximately \$8,258,550 is bonded debt, while the remaining \$1,981,949.57 is the unsecured debt to the United States. Owing to the cut of approximately \$2,000,000 made in the current appropriations asked from Congress, more than \$2,500,000, as has been previously stated, will be available for the payment of the debt for the present year. This, however, is reduced to approximately \$1,700,000, should the District be forced to make returns to the Government Hospital for the Insane, as provided for in the sundry civil bill.

The return is to be made in a lump sum for the maintenance of certain indigent patients in the hospital during the fiscal years of 1881 to 1911. These patients were in excess of the number charged to and paid for by the District in the years named.

## Boston's Part Time Schools Train Industrial Workers

By W. STANWOOD FIELD, Director of Evening and Continuation Schools, Boston.

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# Progress Details from All Over the Nation

**Signed statements show that in all parts and along all constructive lines there is definite activity.**

Alabama.....	Col. 1, Page 4
Arizona.....	" " " "
Arkansas.....	" " " "
California.....	" 2, " "
District Columbia.....	" " " "
Florida.....	" 3, " "
Iowa.....	" 4, " "
Kansas.....	" " " "
Kentucky.....	" " " "
Louisiana.....	" " " "
Maine.....	" 5, " "
Maryland.....	" " " "
Michigan.....	" " " "
Mississippi.....	" 6, " "
Nevada.....	" " " "
New Hampshire.....	" " " "
New Mexico.....	" 7, " "
New York.....	" " " "

## ALABAMA WATER POWER WILL RIVAL NIAGARA'S WHEN FULLY DEVELOPED

Montgomery, Ala., Aug. 28.—The actual beginning of work to develop approximately 500,000 horsepower from waterways of Alabama by a financially capable corporation is the most important material achievement for this State within recent years.

Sporadic efforts have been made to develop this power for a quarter of a century, and men who have held steady to the purpose of commercializing this wonderful asset of Alabama are about to realize success. The development has been slow, but steady, and indications are that within a few years Alabama water power development will rank second only to Niagara Falls. Indeed, there is a possibility that greater water potentiality may be produced here than at Niagara. The waterways of Alabama are even now producing 15,000 horsepower, which operate 132 plants in the State. The city of Montgomery is supplied by transmission lines from Tallapoosa Falls, 23 miles distant, which is capable of producing 100,000 horsepower. Within the past year practically all of the water power locations in the State have been acquired by the Alabama Interstate Power Company, a corporation which has practically unlimited support of English financiers. With its general offices occupying an entire floor of the twelve-story B. B. Building, in Montgomery, the company has already begun construction work at locks 12 and 18 on the Coosa River. Preliminary work is under way for operation at Cherokee Falls on the Tallapoosa River, where fully 400,000 horsepower will be developed. Each of these points is within forty miles of Montgomery.

A large force of engineers and field men are employed by the company. All of its officers are either Englishmen or men who have come to the United States from England. The entire staff is under direction of Mr. James Mitchell, of London, England, who has taken up his residence in Montgomery. With such a large project in charge the officials of the company are naturally reticent as to the details they are working out for the project, but it is plain that the importance of the undertaking may be gathered from the statement that 60,000 acres of land have been secured as reservoirs for this great water power. With the development of so much water power in Alabama, plans are making to utilize it for commercial purposes. While the officials of the company are slow to discuss their business, it is known that negotiations are in progress with a number of large industries that will be induced to locate in Alabama. It is also known that an interurban railway system would be fed with power from the big reservoirs of the company. The Alabama River, and would eventually link all of the cities and towns of Alabama together by trolley car routes.

## TWO YEARS' WATER SUPPLY INSURES RECLAMATION OF BIG ARIZONA VALLEY

Phoenix, Ariz., Aug. 28.—Recent rains in our mountains have added to the stored water in the Roosevelt Reservoir. A two years' supply of water is now on hand, thus rendering sure the entire reclamation of the Salt River Valley. This is the most important constructive event in the recent history of the State. One million dollars a year from an investment of ten millions is good interest. Add to this million dollars the crop returns from 20,000 acres of irrigated land, and more markets for produce, and bringing into operation big low-grade mining properties, and you have the net result of reclamation operations in the Salt River Valley, Arizona.

## ARLINGTON WIRELESS PUTS CAPITAL IN TOUCH WITH OUR WHOLE DOMAIN

Washington, D. C., Aug. 28.—Washington's great wireless station, now being constructed by the Navy Department on Arlington Heights, on the west bank of the Potomac, is the largest constructed since wireless apparatus has been in use. It is the first of a series of high-power stations the Navy Department hopes to build in the United States and its insular possessions. It will cost approximately \$1,000,000. These steel towers, forming an isosceles triangle, the largest six hundred feet high and one hundred and fifty feet high at the base; the two smaller, four hundred and twenty feet high and one hundred and twenty feet high at the base. The antenna or aerial connecting the necessary static charge, flat top type, is in three sections, one connecting each two towers. The station building of tapestry brick contains large engine room, soundproof receiving room, experimental laboratories, machine shop, and other facilities for operation. A dormitory furnishes quarters for twenty men. The power to be furnished from Washington runs a two-hundred horsepower motor, connected to a one-hundred k. w. generator, furnishing power for transmission. The station will use alternating current, 220 cycle per second. The ground connection consists of sixty thousand feet of No. 12 copper wire, underground. The station will have a range of about three thousand miles continuously, depending to great extent on the effective height of the antenna.

Taking a point at Washington, D. C., at the following points: Liverpool, England; three thousand miles, it is found by rotating this radius that the circumference of the circle thus generated touches the following points: Liverpool, England; the coast of France, Spain, Portugal, the Canary Islands, and nearly touches the continent of Africa at Cape Verde; swings across the Atlantic to the east coast of South America between Cape St. Roque and the mouth of the Amazon River, through central Brazil, northern Bolivia, southern Peru, and into the Pacific Ocean, nearly bisecting the steamer line between San Francisco and Hawaii; northwardly through central Alaska and beyond the eighty-fourth parallel of north latitude. This circle takes in Greenland, Iceland, and completes itself through Scotland at Liverpool.

This great circle touches four continents, including the north Atlantic and much of the Pacific oceans, and embraces an area of 25,744,000 square miles. It is a circle of communication, reporting tidings of external and internal affairs. Government messages may be sent broadcast throughout our domain, and the Atlantic Ocean, the north Atlantic waters in time of war, and service in commercial matters will be furnished in times of peace by communication with the Canal Zone to instruct American coastwise vessels, and by transferring government messages of

are insured, amount to many millions of dollars.

In the first place, an era of good roads and other building is prevailing in almost every county in the State, and in this (Pulaski) county, many miles of pikes are being built, and all of the bridges in the county are being rebuilt of concrete.

The greatest improvement under way in the State, just authorized by act of Congress, is the new bridge at Memphis, to be built by the Chicago, Rock Island and Pacific Railroad Company. This great edifice, in addition to providing a public roadway, will also take care of an interurban system, which includes the proposed line from Memphis to Little Rock.

Arrangements have been just completed for an improvement district, authorizing a bond issue at Little Rock, for the building of a bridge across the Arkansas River at that place; the building of this bridge will be immediately followed by an interurban route, between Pine Bluff and Little Rock, and the building of two additional steam roads, one from Pine Bluff north to a point on the Rock Island Railroad, and the other to Little Rock, C. C. Kavanaugh, of Little Rock, is at the head of the Little Rock-Pine Bluff proposition.

The financing of the proposed Little Rock and Hot Springs interurban, under charge of L. Garrett, of Little Rock, is nearly completed, and it is expected that the contract will be let this fall.

The Fourche Drainage District at Little Rock, which reclaims about 20,000 acres of suburban property, straightens a bayou, provides for boulevards, etc., all about one million dollars, is now progressing rapidly. This enterprise increases greatly in value the property of the entire city.

On the part of the Iron Mountain Railroad, the Rock Island Railroad, Pulaski County, the city of Little Rock, and the Little Rock Railway and Electric Company, a contract has been made for the building of a million dollar viaduct over the tracks of the steam railways in the western part of the city. This viaduct, adjoining as it does the grounds of the State Capitol, on which a two million dollar building has been erected, will be constructed so as to conform to the architectural beauty of that building.

The Little Rock Railway and Electric Company has completed arrangements to double-track another large addition of its system, and is constructing several miles of additional track through that section of the Southwest, which has recently voted into the city.

A lease has been made by Fred W. Ailsop and others for an entire block of ground in the central part of the city on which a glass and steel structure will be erected, being a million dollars, will be erected. The lease is for ninety-nine years. The architects are now at work on the plans.

The tract was awarded last week for an annex to the county courthouse, to cost \$300,000. The plans are by George R. Mann. This architect is also at work on plans for two additional skyscrapers to be erected in Little Rock, one to be twelve stories, and the other eighteen stories.

GEO. R. BRANN, Secretary Board of Trade.

## CALIFORNIA AND HAWAII NOW IN REGULAR TOUCH BY RELIABLE WIRELESS

San Francisco, Cal., Aug. 28.—Probably the most important construction event of the past sixty days in California was the establishment of reliable and regular wireless communication between San Francisco and Honolulu by the Federal Telegraph Company, a San Francisco organization, operating the Paulsen system of wireless telephony. On July 28, 1,800 words of press copy were sent from San Francisco to Honolulu, and received accurately at Honolulu. Since then messages have been regularly exchanged between the two points, and it is plain that it is an easier step to Japan. This step will soon be made, and will put San Francisco in steady wireless communication with Asia. The system is a simple one, as well as sea, and is already transmitting messages commercially between this city and Los Angeles, Portland, Oregon, and Seattle, and Fort Worth, Kansas City, and Chicago.

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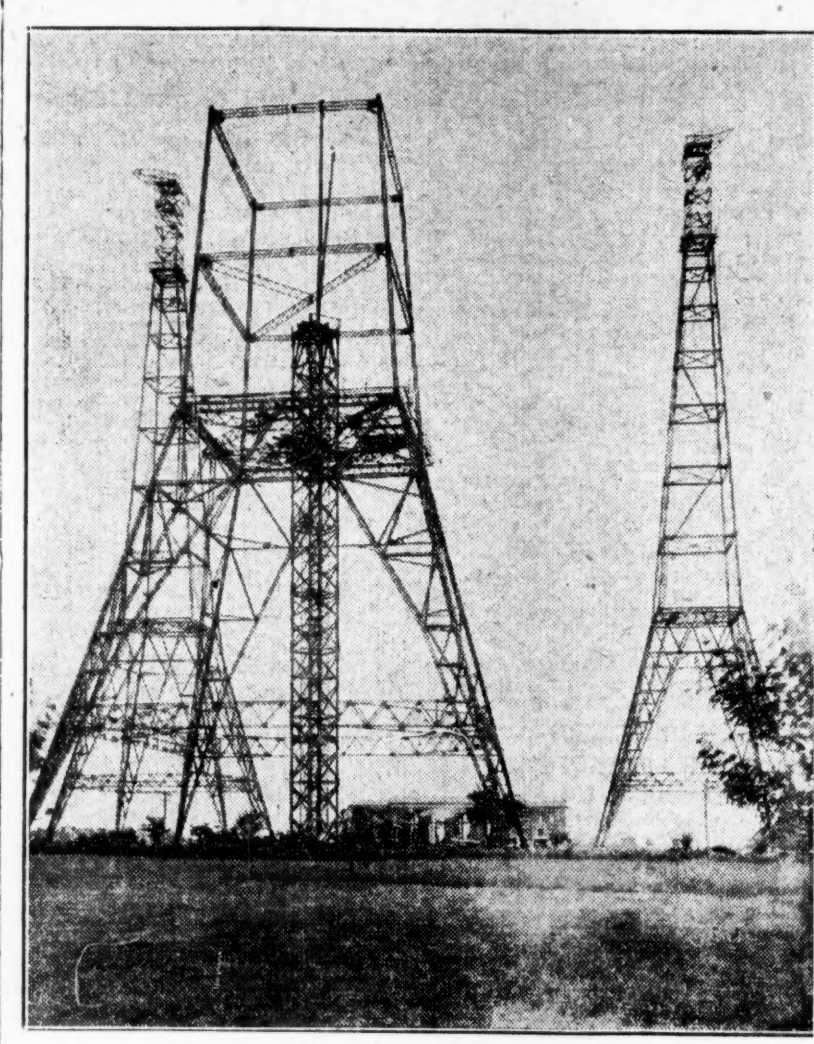
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ARLINGTON WIRELESS TOWERS. New photograph, showing the third and highest tower in process of construction.

vital importance, such as storm warnings, time signals, temperatures. It will be the mouthpiece and the ear of our nation, giving out and receiving intelligence of all kind from the four corners of the globe. The system will almost annihilate distance. Any ship in distress (since the mastheads of all government vessels must be equipped with wireless) will be in instant touch with Washington.

A bill now pending in Congress, known as the radio-communication bill, carries an appropriation of \$1,000,000 to construct towers in the Canal Zone, California, Pearl Harbor Island, Hawaii; Guam, Mariana's Island, Tularia Island, American Samoa, and the Philippine Islands.

Germany has a similar station in Nauen; Ireland one in Clifden, and France has the Eiffel radio station in Paris.

When these stations are in operation, dangers by sea and land will be minimized to a degree, intelligence of every nature will be flashed from station to station, from shore to shore, permeating all space from a radial point. Arlington station will be at the disposal of a hundred million people now living under the American flag, who will be affected directly or indirectly by its operation.

## FLORIDA BUSINESS MEN TO ADVANCE THE STATE BY CHAMBER OF COMMERCE

Jacksonville, Fla., Aug. 28.—The month of August will pass into the history of Florida with the successful organization of the Florida State Chamber of Commerce as its chief constructive event.

For several months the Jacksonville Board of Trade, at the request of commercial bodies in the southern portion of the State, has been busily engaged in arranging the preliminary details for a convention which was held at Kissimmee, Fla., on August 15 and 16. The participants (who often bear the alias of "knockers") had said it would be impossible to get together a representative body of business men from the South and Chambers of Commerce.

The word "impossible" has long ago been stricken from the Jacksonville Board of Trade dictionary. This was evidenced by the fact that more than 20 per cent of the bodies invited attended the convention, representing twenty-one counties in Florida. The convention was composed of presidents, secretaries and active workers in the commercial organizations of these cities, having an aggregate of about 100 members.

Since the convention many letters have come from other bodies which could not send delegates, stating they desired to affiliate with the Jacksonville Board of Trade. In brief, the work outlined for the first year is that of creating sentiment in favor of legislation which will authorize the State to take over the city to appropriate money for publicity work and the preparation of authoritative descriptive literature, which will be placed in the hands of the local bodies for distribution, thus saving a large amount of money to the voluntary organization, at the expense of the property owner, who receives the greatest benefit.

The officers elected were: President, Henry C. Standford, of Kissimmee; first vice president, J. B. Brown, of St. Petersburg; second vice president, C. H. Walker, of Bartow; third vice president, J. N. Whitner, of Sanford; fourth vice president, J. Caldwell, of Jasper; secretary and treasurer, H. H. Richardson, of Jacksonville.

## FORTY-TWO FACTORIES OPEN UP ACTIVITIES IN IOWA IN TWO MONTHS

Des Moines, Iowa, Aug. 28.—In the past sixty days there have been forty-two new factories established in Iowa and reported by the press. These factories embrace a large range of different lines, but they may be divided into two general classes: the first being factories using products grown in Iowa, the second being plants manufacturing agricultural machinery, etc., for which Iowa is a great and increasing market.

Iowa is going through the same evolution that Ohio did about fifteen years ago, that time the industrial interests of Ohio bore about the same relation to the agricultural interests as they do in Iowa today, whereas to-day they are about evenly balanced. This state of affairs makes a community that is practically independent in every regard. It cannot be affected as can communities which are dependent on one interest for their support.

With the completion of the dam across the Mississippi River at Keokuk, which will be capable of developing 20,000 electrical horsepower and transporting power to all sections of the State, manufacturing in Iowa will immediately be placed on a different basis. It is promised that this power will be sold cheaper than that produced at Niagara Falls, and will be one of the cheapest powers in the world. St. Louis has already contracted for 60,000 horsepower for ninety-nine years. Keokuk, Fort Madison, and Burlington are changing their atmosphere, preparatory

to becoming leading manufacturing cities of the State.

In time to take them through the Panama Canal." For the company is legally known as the "Mississippi Valley, South American and Ocean Steamship Company," and, as its name implies, will trade on the West Coast of South America when the canal is opened, and into the Far East.

The history and achievement of the Pan-American Mail is of particular interest to commercial organizations, in that it is the result largely of a civic enterprise, and as well as a practical, commercial effort. The New Orleans Progressive Union blew the breath of life into the enterprise when it advanced the proposition that the Progressive Union should send an envoy to Brazil. Later, the company was organized and chartered, patriotic citizens of New Orleans subscribed to the project, and the Progressive Union took it as one of the enduring monuments to commercial foresight, and is today backing the effort as one of its greatest achievements.

Just here it may be well to say that whereas the Panama Canal bill, with its free ship amendment, is the most enlightened and liberal legislation of recent years, the State of Louisiana really set the pace for the restoration of the American flag on the high seas, when, in a constitutional amendment of all the other States, it exempted from taxation for a period of fifteen years any American steamship line operating out of any Louisiana port into foreign countries. This is in reality a subsidy, and will amount to about \$1,500,000 for the Pan-American Mail. The free purchase of ships and the free operation of the same, as well as the provision for in the Panama Canal law, leaped across fifty years of benighted stagnation, and wiped out at one stroke the centuries of the American nation as a merchant sea power.

All this was unexpected by the Pan-American Mail, and as one may readily see, has given an enormous impetus and dynamic power to its future plans to acquire or build American ships. One of these ships shall be the very first American-built mail vessel to sail through the Panama Canal, if the claim of the Progressive Union is acceded to by Congress and the powers that be. Right to this privilege was held nearly a century ago by the United States.

The two ships already sailing took down over 26,000,000 pounds of miscellaneous cargo, such as agricultural implements, hardware, tools, lumber, machinery, tobacco, lubricating oil, steel rails, cloth, shoes, wheelbarrows, furniture, seeds, etc., the greater part being shipped from the West Coast of South America, Wisconsin, Ohio, Pennsylvania, Arkansas, Tennessee, Kentucky, Alabama, Georgia, Mississippi, and Louisiana. The States of the Union furnish the initial cargoes for the first movement toward the restoration of the American merchant marine since the civil war.

M. B. TRIZEVANT, Secretary Iowa League of Commercial Clubs.

## KANSAS GRAIN FIELDS YIELD A RICH HARVEST WORTH FULLY \$90,000,000

Wichita, Kans., Aug. 28.—Nineteen hundred twelve promises to be a year that will be noted for its prosperity, for the Kansas wheat crop is exceeding the expectations in nearly every section of the State, the yield per acre being more than was anticipated and reaching as high as 40 bushels per acre in a number of sections. It is estimated by some of the leading millers and elevators who are watching the wheat situation the closest, that the Kansas wheat crop in 1912 will reach the hundred million bushels mark. This means approximately \$90,000,000 placed in the hands of the farmers of Kansas. The various sections of the State having received considerable rain, the prospect for corn is exceptionally bright. Cattle and every other farm product are much better than was anticipated earlier in the season. Because of this year's crop of Kansas wheat, the nation is looking forward to a bumper crop of wheat from time to time, and when the season closes it will find that Kansas will rank among the very first States in the nation in value of agricultural products for the year of 1912.

## KENTUCKY COAL FIELDS ARE MADE ACCESSIBLE BY NEW RAILWAYS

Lexington, Ky., Aug. 28.—One of the most remarkable developments in the country to-day is that now taking place in Eastern Kentucky, where, through the building of several railroads, one of the largest bodies of undeveloped coal areas exist.

The building of the railroads was induced by the Northern Coal and Coke Company, which has been granted a title to hundreds of thousands of acres of this land. The railroad building has been progressing for nearly two years. Small cities built upon the coal fields, and that, too, with every other coal mine in the world closed down. The area covers a territory of approximately twelve thousand square miles.

It is estimated that there is sufficient coal in this area to supply the known needs of the world for thirty years to come, and that, too, with every other coal mine in the world closed down. The area covers a territory of approximately twelve thousand square miles.

## PAN-AMERICAN MAIL BEGINS REGULAR SERVICE TO SOUTH AMERICA

New Orleans, Aug. 28.—When New Orleans lost the light for the World's Panama Exposition the people of that city drew a sigh of relief, and said: "New Orleans will now celebrate the canal by ignoring it!" And thus came to pass the immediate formation of an American steamship company, into the world the American Mail, and almost one year to the day after Congress wished the World's Panama Exposition on San Francisco, the first ship of this new line sailed from the port of New Orleans, loaded to the Pilsbush mark, with over \$1,000,000 in American-made goods, destined for the rich markets of Brazil and Argentina. The out of apparent defeat sprang the very first physical demonstration of the long-cherished plan of New Orleans as guardian of the Mississippi Valley gateway and the Panama Canal, to begin a practicable and actual restoration of the American merchant marine.

The first ship sailed on July 2, another has gone down to far distant South America (where the balance of trade is \$90,000,000 against the United States), also loaded to capacity with her holds and with cargo left behind on the docks. The third ship will sail September 1, also overland, and the company is looking cargo into June, 1913.

The three vessels in operation are British bottoms, for the Pan-American Mail would not sacrifice valuable time in waiting until American ships could be built. "Establish the trade route," they said. "Get ships, get cargo, get started, and we can then build our American ships."

## MICHIGAN ENTERS UPON COMPENSATION METHOD FOR WORKMEN'S INJURIES

Detroit, Mich., Aug. 28.—Preparations are made so that on September 1 the new Michigan employers' liability and workmen's compensation law will go into force and effect smoothly.

The new law will place the burden of the accident where it belongs—on the industry—and gives to injured employees the relief when they need it, and to the beneficiaries of those killed. "Get ships, get cargo, get started, and we can then build our American ships."

It prevents the necessity of di-

## "WIRELESS BILL" AMENDS FORMER ACT.

The so-called "wireless bill," amending the act of June 24, 1910, was enacted and approved July 23, 1912, partly as the result of agitation over the methods of operation of the wireless telegraph disclosed by the investigation of the Titanic disaster.

The bill provides:

"Section 1. That from and after October first, nineteen hundred and twelve, it shall be unlawful for any steamer of the United States or of any foreign country navigating the ocean or the coastwise waters of the United States, or crew or both, to leave or attempt to leave any port of the United States, or to receive or attempt to receive any messages, except as may be regulated by law or order of the master, in good working order, capable of transmitting and receiving messages over a distance of at least one hundred miles, day or night. An auxiliary power supply, independent of the vessel's main electric power plant, must be provided which will enable the sending set for at least four hours to send messages over a distance of at least one hundred miles, day or night, and efficient communication between the operator in the radio room and the bridge shall be maintained at all times.

"The radio equipment must be in charge of two or more persons skilled in the use of such apparatus, one of the other of whom shall be on duty at all times while the vessel is being navigated. Such equipment, operators, the regulation of their watches, and the transmission and receipt of messages, except as may be regulated by law or order of the master, shall be given to the United States; and every willful failure on the part of the master to enforce at sea the provisions of this paragraph as to equipment, operators, and watches shall subject him to a penalty of one hundred dollars.

"That the provisions of this section shall not apply to steamers plying between ports or places less than two hundred miles apart.

"Sec. 2. That this act, so far as it relates to the Great Lakes, shall take effect on and after April 1, 1913, and on and after July first, nineteen hundred and thirteen: Provided, That on cargo steamers, in lieu of the second operator provided for in this act, there may be substituted a member of the crew or other person who shall be duly certified and entered in the ship's log as competent to receive and understand distress calls or other useful calls indicating danger, and to aid in maintaining a constant wireless watch so far as required for the safety of life."

viding the returns from accident cases with an annual fund of \$100,000, and places the hazards of industrial life on a definite basis.

If an employee is killed his dependents will receive a pension equal to half his average wages for a period of 300 weeks, from the date of the accident, but not more than \$10 per week. If an employee is injured, a graduated scale prevails for accidents of all kinds, and the recovery is made without legal steps other than the rulings of the commission, which is given a large power in deciding how the funds shall be paid, and looking after the interests of the beneficiaries.

The employers have several options in the way of insurance, and until the law has had a chance to demonstrate its workings the costs will not be known, but it is considered a long step in the right direction.

Should an employer not elect to operate under the new law, but prefer to continue his former practice of having his employees decide his liability, if any, after September 1, he will lose the three defenses, so called, negligence of employee, negligence of fellow-employee, and the contention that the employee assumed the risk.

John E. Kinnane, of Bay City, is chairman of the new commission, J. A. Kennedy, of Sault Ste. Marie, and Ora E. Reeves, of Jackson, are the other members. Richard L. Drake, Detroit, is secretary, and the office will be in Lansing.

## MISSISSIPPI'S FUTURE BUILT ON GOOD ROADS BEING MADE PERMANENT

Jackson, Miss., Aug. 28.—The most important and far-reaching constructive movement recently launched in Mississippi is that now being made in expending the goodly sum of \$2,000,000 in the construction of permanent good roads.

This being essentially an agricultural State, this great State-wide improvement movement is of the greatest importance, as it will mean the introduction of millions of acres of fertile lands in our State more accessible, and, therefore, more desirable to industrious home-seekers.

Good roads will mean the dawn of a new era in Mississippi; it will mean that more advanced methods of farming will be employed, that the introduction of the latest and most improved agricultural implements and machinery, and immense saving in both time and wear and tear of stock and vehicles of all kinds. It will mean the saving of millions of dollars' worth of surplus fruits, vegetables, and agricultural products, heretofore lost to waste, and the overcoming of the difficulty of moving them to market.

Moreover, it will make the country and city dweller much nearer neighbors, and will bring the farmer and the city dweller into much larger attendance at our rural schools and churches.

It may be taken as an entirely safe and accurate statement that "Mississippi has a wonderful future."

## HIGH GRADE GOLD MILL WITH FULL EQUIPMENT SET UP IN TONAPAH

Renov, Nev., Aug. 28.—The completion of its new mill by the Belmont Mining Company at Tonopah, Nev., is probably one of the most important pieces of construction finished in the last sixty days in the State.

It started running last month, and is the very latest and most modern saving mechanical device, and built, as claimed, for less money than any other mill of equal capacity in the West, its total cost being \$425,000.

The plant, as completed, comprises sixty stamps, eight tube mills and four classifiers, twelve Dorr concentrators, and cyanide plant, including Pachuca tanks and Trent agitators. Its minimum capacity is 100 tons per day, and can, probably, when in good running order, be worked up to 600 tons daily. Its record since starting shows a saving of 98.6 per cent of the assay values of the ore, a saving unexcelled on like ore in the country.

Several important irrigating canals and reservoirs will be completed in the State this year. The beet sugar plant of the Nevada Sugar Company at Fallon, completed this year at a cost of \$900,000, will be put into commission early this fall.

## NEW HAMPSHIRE TAKES MANUFACTURING IMPULSE FROM POWER STREAMS

Berlin, N. H., Aug. 28.—Within the past few weeks the greatest water storing project in New England, on a tributary of the Androscoggin River—the Androscoggin Dam project—has been completed, and a new lake thirty miles long covers the valley of the Magalloway, a river craved from the map by this artificial lake. The waters from this dam will turn the wheels at Berlin, N. H., where daily the spruce and fir from one hundred and fifty acres of average forest are turned into building material, pulp and paper.

At Hinsdale, another dam just completed holds back the waters of the Connecticut, and generates electricity that is distributed over a large area of New Hampshire, Vermont, and Massachusetts.

Within a month the wooded mountainsides adjacent to Crawford Notch have been purchased, and will hereafter be managed as to yield a constant annual stumpage and yet preserve unimpaired the national grandeur of this unspoiled scenic region.

Three factors, energy, raw material, and scenery are attracting attention and interest in New Hampshire. Great water-storing projects are in progress at numerous points, thus providing for the utilization of the energy of falling water in grinding and planing, in cloth, and in other manufacturing pursuits. Forests also are being handled in scientific ways, thus insuring a never-ending supply of lumber, and a supply of wood to be made into paper.

The great beauty and grandeur of the White Mountain region, too, is being recognized as a valuable asset, and forest reserves are being secured under governmental control.

American Institute of Instruction.

EVERYTHING BETTER NOW: NEW MEXICO'S PROGRESS DESCRIBED BY SENATOR

Washington, D. C., Aug. 28.—Sheep raising in New Mexico is a great industry. She has at the present time 4,000,000 of sheep, and furnishes about 30,000,000 pounds of wool each year. Cattle raising is also a large industry, a large part of the beef cattle is furnished for the eastern market from our State. These are industries which have practically been neglected for some time, and are of great importance during the last sixty years.

There is also a large lumber industry, which has been built up in the last twenty years. In New Mexico, within the last five years, there has been 67 per cent added to the population. Only two or three States in the Union have a larger percentage of increase in the last census. Everything is on the advance in New Mexico, as a progressive State in the establishment of industries, educational requirements, and general advancement. She is growing more and more prosperous every day, rapidly filling up with new people, and her future is being opened up through the dry farming methods, which have proven reasonably successful there.

Everything is better than it used to be. It has a climate that is unsurpassed on the continent, both as to summer and as to salubrity. At Santa Fe, which is the capital of the State, it is rare that the thermometer rises above 80 or 90 degrees. The climate is ideal for health resort, as well as a resort for industries. It is called the Sunshine State, because we have 300 days in every year without rain or snow. Sixty days will cover all of the days of rain or precipitation.

Senator THOMAS B. CATRON.

ERIE CANAL TERMINALS GIVE IMPROVED SERVICE TO THE EMPIRE STATE

New York, N. Y., Aug. 28.—The State of New York has recently effected a great economic improvement in its







## INFORMATION AS TO MEMBERSHIP.

Continued from Page Three.

of Commerce will be composed only of organizations, individual membership not being permissible.

## REPRESENTATION.

Each member of the Chamber of Commerce of the United States of America shall be entitled to one delegate and one vote for the first twenty-five members, and one delegate and one vote for each additional one hundred members in excess of twenty-five, but no member shall be entitled to more than ten delegates and ten votes.

Organizations having less than twenty-five members may be admitted to membership if in the judgment of the board of directors their importance would justify their admission, and these shall be entitled to one delegate and one vote.

## DUES.

(For associations located in cities of more than fifty thousand population.)

Each association shall pay annually, in advance, twenty-five dollars (\$25) for each delegate to which it is entitled, and its membership period shall run for one year from date of election.

(For associations located in cities of less than fifty thousand population.)

Each association shall pay annually, in advance, one-half of 1 per cent (½ of 1%) of its income from dues; Provided, however, that no association shall pay less than ten dollars (\$10).

In arriving at the amount upon which the one-half of 1 per cent shall be computed, the total membership as given shall be multiplied by the annual dues for each member.

(½ of 1% equals \$5 on each \$1,000.)

Numerous requests have been received from associations for a ruling by the board of directors permitting a less number of delegates to be chosen than the number to which organizations are entitled by virtue of their numerical strength, thus providing for smaller annual dues than those indicated in the foregoing paragraphs. The board of directors at its meeting in Washington on June 4 decided that it had no authority to modify this provision, the dues having been fixed by the committee on plan of organization, and unanimously approved by the national conference as a basic or fundamental principle of the Chamber, and that modification of this condition could only be had at the next special or annual meeting of the Chamber by a majority vote of the delegates present.

## NATIONAL COUNCIL.

There shall be a national council, made up of one representative elected by each member.

National councilors will be charged with the responsibility of keeping the Chamber of Commerce informed as to local or trade conditions upon which action by the Chamber is desired, and all communications from the Chamber demanding action by members shall be sent in duplicate to the members direct and to the national councilors, whose duty it will be to see that action is taken and the result communicated to the Chamber by the proper officials.

At each annual meeting of the Chamber of Commerce of the United States of America the national councilors for each State shall hold a caucus, electing the State member of a nominating committee to bring in nominations for the board of directors, and those national councilors representing trade organizations shall caucus together and elect from their number ten members of the nominating committee at large, thus providing representation on the nominating committee of those local, State, interstate, or national organizations whose membership is confined to one trade or group of trades.

National councilors may also be called into conference by the Chamber or by the executive or legislative branches of the government whenever it shall be necessary to secure the business opinion of the entire country upon any national business or economic problem.

## ORGANIZATION OUTLINE.

Battle Creek is assured an up-to-date Chamber of Commerce from the fact that its organization is the most modern and its plans of operation the most efficient, according to the experience of modern organizations of this character.

The plan of the organization under the by-laws is extremely simple. The whole Chamber of Commerce is represented and governed by a board of fifteen members, consisting of a president, two vice presidents, and twelve directors, together with a treasurer.

The immediate executive in the management of the organization is the secretary, who is elected by the board of directors.

The sketch shows graphically the details and management of the activities of the organization.

## HAS SEVEN DEPARTMENTS.

The work of the body and its principal activities will be handled in seven departments, of which the civic department is the central important idea, and embodies the common principle on which the organizers were enabled to bring together the people of the city.

This department will deal with questions of civic government, sewerage, sanitation, playgrounds, recreation centers, schools, parks, and all matters and things to make Battle Creek a better city, not alone commercially and industrially, but primarily as a home town.

The next committee is the commercial department, having the interests of the town commercially in charge and looking after better and broader wholesale and retail trade conditions and extending the influence of Battle Creek as a market town.

The industrial department has charge of the work of locating new industries and assisting those already located and dealing with industrial problems generally.

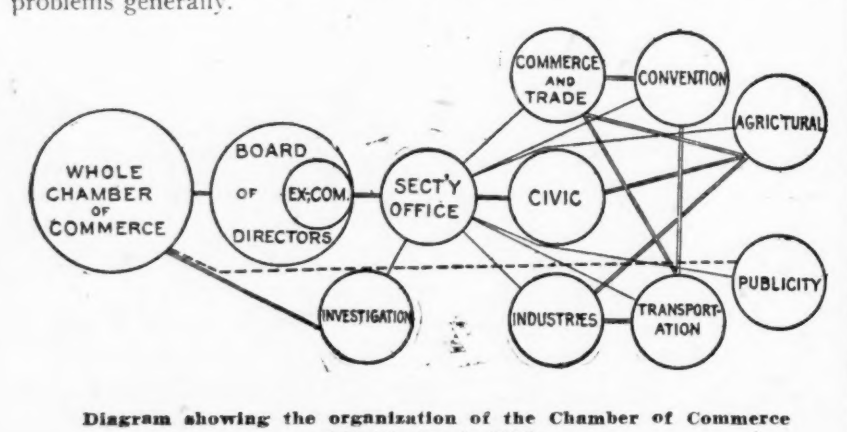


Diagram showing the organization of the Chamber of Commerce of Battle Creek, Mich.

The transportation department will have charge of proper passenger and freight facilities for the city, and as a result is closely allied both to the commercial and the industrial departments, and as well with the next department dealing with the bringing to the city of conventions. The work of the transportation department will be one that appeals to every citizen in the city, because each one, whether in business or not, at some time is called upon to pay directly and always indirectly freight charges, and much of the prosperity of the town depends upon its cheap freight rates and good freight service.

## OTHER IMPORTANT DEPARTMENTS.

The convention, entertainment, and tourist department will look after the matter of entertaining strangers within the city during the attendance of people passing through and looking after their entertainment while here and securing conventions to the city of the various bodies meeting within the State.

The agricultural department will deal with the questions relative to our local agricultural situation and with the questions confronting our local rural population, and that this is a present question demanding solution is proven by the fact that the entire rural population of Michigan decreased, while the city population increased during the last decade. This committee will also deal with questions of improving agricultural conditions in the immediate vicinity, and is closely allied with all the other departments, in that a city to offer good manufacturing facilities must be a good market town, where employees can secure proper farm products at a reasonable price, and is of equal importance to the mercantile department, in that a large proportion of the local trade comes from the country districts.

The publicity department will have charge of advertising the city abroad and keeping Battle Creek constantly before the public.

These departments are in charge of the committees of members, consisting of a chairman appointed by the president and a board of directors and four members in each committee, making a total of thirty-

Continued on Page Seven

## SOUTH AMERICA EXPECTS CANAL TO BOOM TRADE

Opening of Waterway Will Find Nations Ready to Handle Big Business.

## DOCKS AND ROADS BUILT

Great activity is being manifested by South America in its preparation for the increased business which will come as a result of the completion of the Panama Canal, according to an article prepared by William A. Reid for the Southern Commercial Congress.

Throughout Latin-America the Pan-American Railway line is gradually uniting. While the journey from New York to Buenos Aires by rail may never become popular, although probably possible within a few years, the various branches of this great system will prove feeders for the ships that ply between our shores. Argentina railways, building northward from Lake Titicaca, the Bolivian railways coming from the southward; northward from this lake the traveler now journeys by rail as far as Cuzco, and it is planned to have this line tap the famous Oroya Railway; then the all-rail journey from Lima, in Peru, to Buenos Aires, in Argentina, will be possible. The line from Africa, on the coast, to La Paz, completed and inaugurated on August 6, of the present year, thus giving the Bolivian capital three outlets to the Pacific. The thousand-mile trip from Valparaiso to Buenos Aires is now an interesting railway ride via the Andean tunnel; Chile's "longitudinal railway" from Talca, in the north to Port Montt in the south, is rapidly uniting its links. Its total length is about 1,100 miles, and owing to the peculiar shape of the republic, this main artery will be crossed by no fewer than twenty-eight transversal lines, about twenty of which are already completed and in active operation. These are Chile's feeders for her ports. Toward the primeval forests of Brazil, a line is now en route for the purpose of attending the opening of the Madeira Railway, which has just been completed from Guayana to the Amazon. This line has been in operation some months; in fact, all over South America railway building has been most active, and the end is not in sight.

**Rio Builds Great Docks.** At Rio de Janeiro magnificent new docks have been constructed at Callao already completed the largest docks on the west coast; Valparaiso is spending millions in building docks and protecting her harbor, while the Chilean Steamship Company has ordered several more ships to be placed in the Pan-American Pacific trade line.

In fact, the scene of great commercial activity. More than a million dollars in improving her port; new and fast steamships from Callao to Panama are bringing passengers and mail to us in record time, and the recent decrease in cable rates offers greater advantages for commerce.

As typical examples of the earnestness with which the South American business man is preparing to handle products from the United States I have in mind, first a business firm in the heart of the country, La Paz. This company is acting as sales agent in Bolivia for the well-known North American product. The head of the firm has paid two visits to the States, and on both occasions he remained several months, studying the manufacture of the goods by spending much time in the factory; he noted the selling plans, the methods of payment, and in fact he has become thoroughly familiar with the goods and their distribution, and he is now applying this practical knowledge to sales in his own country. As he talked with him in his place of business I was glad to learn that he is having marked success in introducing his North American goods.

**Business Methods Thorough.** Another example: In a city of Argentina a young business man has taken for his agency for certain make of automobiles. Before doing so, however, he visited the factory in the States and spent months in acquainting himself with the various departments of the auto business, and it is almost needless to say that he is an authority in his section of the country, and he is met with success in introducing American machines.

A native engineer of Peru furnishes another example. He completed his professional training in the States, and is now actively pushing the sale of North American instruments in West Coast countries.

A Chilean gentleman offers still another illustration. He is selling North American paints in various parts of South America. He, too, has been to the States to study the manufacture of his specialty, and incidentally to see and observe our business life and customs.

These typical examples are only a few of the many that might be cited as tending to show how thoroughly in earnest is the South American business man.

## ROADS CONGRESS TAKES NEW WAY TO MEET NEEDS

Will Hold Ten Distinct Sections Dealing with Phases of Improvements.

## NOVEL FEATURES ON PROGRAM

By J. E. PENNYBACKER, Secretary of the American Association of Highway Improvement.

A new method of dealing with a great national problem will be followed by the management of the American Road Congress, which will be in session at Atlantic City from September 29 to October 5.

J. E. Pennybacker, the secretary of the Congress, announces that ten distinct sections will be held in consecutive order, each dealing with a definite phase of road improvement and directed by the most powerful existing organization relating to that particular subject. For example, the legislative session is under the official direction of a committee representing the American Bar Association, and the conclusions and plan of action adopted by this section will probably be urged upon the legislatures in the States by the State Bar Associations, as well as the public and the press.

Another important section will be that

of highway engineering education, and here again fearlessness of the management is apparent, for they have entrusted this important section to the society for the promotion of engineering education, composed of official representatives of leading colleges and universities. It is well known that the supply of competent highway engineers is far short of the demand, and it is expected that this conference of educators will result in a system of improving the course of instruction in highway engineering.

There will be a traffic section under the direction of the American Automobile Association, which is now establishing the American Association for Highway Improvement, which will deal with such important economic subjects as the use of convict labor in road improvement.

**Problems of Maintenance.** A section on construction and maintenance, made up largely of State highway engineers and civil engineers, will discuss the difficult problems of constructing and maintaining streets, highways and bridges.

Civil service will be thoroughly considered in its application to road management. Gen. John C. Black, chairman of the United States Civil Service Commission, will make one of the addresses on this subject. He will explain the importance of putting the civil service or merit system to every man having anything to do with supervision of the roads. The feasibility of State purchasing departments together with other equally important questions will be considered, and Lee McClung, Treasurer of the United States, who is also treasurer of the American Road Congress, is directing the program for the judicial section.

In all the history of road conventions nothing so sweeping, so ingenious and so thoroughly practical has been attempted, and the undertaking is worthy of success in the highest degree.

**What Congress Did in Its Long Session**

From the Cincinnati Enquirer.

The more important results accomplished in the session of Congress just ended are:

Abrogation of the Russian treaty affecting passports.

Passage of the Panama Canal bill, providing for the opening of the canal, allowing its use free of tolls by vessels engaged in the American coastwise trade and prohibiting its use by vessels controlled by railroads and trusts.

**Seal Herds Preserved.** The act for the preservation of the fur seal herd in the North Pacific Ocean, providing for a closed season of five years, during which seals may not be killed on the Pribilof Islands and giving effect to the recent treaty with Great Britain, Russia and Japan.

A constitutional amendment providing for the election of United States Senators by direct vote of the people.

The Sherwood dollar-a-day pension law, involving an additional expenditure of about \$25,000,000 annually for Civil War pensions.

A law providing for an eight-hour day on all government work.

An elaborate act for the Federal regulation of interstate commerce, requiring all radio stations sending interstate or foreign messages to take out Federal licenses.

An act changing the wireless law of 1910 so as to require all vessels carrying more than 20 passengers to be well equipped with radio apparatus and requiring them to have a wireless operator at his post.

The Sulzer bill, providing a form of civil government for the Territory of Alaska.

**Child Labor Bureau.** The creation of a Child Labor Bureau in the Department of Commerce and Labor.

A Federal employees' compensation act, important changes in existing laws and new enactments have been made as riders upon general appropriation bills.

More new legislation has been put through in a roundabout way this session than in any other session within the memory of men now in Congress. Nearly every one of the supply bills carried some species of the legislation. Among the more important riders of this character attached to the appropriation bills have been:

Provision for the establishment of an experimental parcels post.

Provision for a seven-year term of enlistment in the army, four years with the colors, and three years in a proposed new army reserve.

Provision for the abolition of the so-called Tariff Board.

Numerous bills of importance have passed the House or Senate, but have thus far failed to reach the President through failure of the opposite branch to approve them. These bills will be presented at the next session.

**For Next Session.** They include:

The Wilson bill, to create a Bureau of Labor, with a labor member of the Cabinet.

The Pujo bill, to enable the Money Trust Investigating Committee to have access to the books of national banks, now only open to the committee by subpoena.

The Hull excise tax bill, which seeks to end the corporate tax law to individuals.

The Lever agricultural extension bill.

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## GOOD FOREIGN POSITIONS FOR TRAINED MEN ONLY

Commercial Organizations Can Serve in Preparing Young Men for Export Trade Positions.

By C. S. DONALDSON, Editor of Daily Commercial and Trade Reports.

Young Americans frequently write to the Bureau of Manufactures and to United States consulates in various parts of the world for the purpose of securing positions abroad. The letters come from teachers, civil engineers, dentists, commercial travelers, stenographers, clerks, and persons in other callings. Openings for them seldom appear to be available, and yet, on the other hand, it is a matter of common complaint by American firms establishing branch houses in foreign countries that they are compelled to employ foreigners almost entirely. For example, a very large concern of the United States, which is now establishing a branch office in Rio de Janeiro, states that the offer was made to its New York office force, but that none were willing to go to Brazil, and hence the Europeans will constitute its new Rio de Janeiro staff. It is, therefore, apparent that the man and the opportunity both exist, but do not meet. Here, then, is presented an opportunity for effective action.

Work on the part of chambers of commerce and industrial associations of the United States.

Many professions and callings in this country are undoubtedly overcrowded, and climbing the ladder to success is slow work. Often the competitive struggle exhausts the energies and causes failure or results only in a scanty living. German economists and lawmakers have realized this as a condition which should be prevented, and are now successfully diverting the surplus life of the land into the study, not only of that for which the child is best fitted, but still more for that which he or she is best equipped to handle.

Pro or protection is thus to be supplied with trained workers to just the extent they can be utilized. No other country has undertaken much along this line, but no other country has made such scientific progress in industrial and scientific work. German youths have almost been sent abroad and become the most persistent contributors to the world's scientific assistants, etc., of any nation.

This has been of great benefit to the mother country, diverting thither the products of the world for working up in German factories or resale with profit to other countries, and created new and expanding markets for German goods.

Their surplus life, however, has been very helpful to our foreign trade. American dental goods, well drilled appliances, etc., have in this way found their way into rather obscure places of the globe. Out in India

the commercial adviser to one of the princely Maharajas is an American, who has not only brought in American ideas, but the American appliances to carry them out.

Comparatively few, however, of the competent young Americans who are ambitious for positions in foreign countries have been able to gratify their desires, and no worthwhile efforts could be made to secure them without the help of the commercial organizations.

The salaries, of course, are often quite moderate, but the experience to be gained becomes invaluable, and whether they continue work in the foreign field or to bring back to handle the foreign branch of the home office, or what not, the new mental equipment puts the young American largely beyond the competitive class, and into a place where his services are in demand.

It may often become necessary for the young American to go into training first in the home office before being sent abroad. If he will seek the aid of his nearest large chamber of commerce and may probably be secured to find the most advantageous opening.

There are, of course, some difficulties to be encountered. A New York business man describes to me his experiences in this respect, as follows:

The trouble seems to be to a great extent that the young men who want to go out are not equipped for work in foreign lands. They are not trained in the home office before being sent abroad. If he will seek the aid of his nearest large chamber of commerce and may probably be secured to find the most advantageous opening.

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## Germany Has World-wide System to Extend Her Commerce

## CONSUL GENERAL EXPLAINS THEM

## THACKARA REPORT SHOWS METHODS

## POINTS FOR AMERICAN EXPORTERS.

It is essential that American exporters who plan to reach the markets of the world should understand as fully as possible the activities of other exporting nations. The following statements by Consul General Thackara, of Berlin, Germany, reached the United States this summer, but have not hitherto been published.

First. That the foreign trade of Germany is aided and extended by the railways belonging to the various federal states. This aid is accomplished by giving reduced freight rates to German ports on goods intended for export.

Second. That exporters of various grains are given a warrant or import certificate, authorizing them to import, duty free, within six months, a quantity of other grains, the duties on which would correspond to the amount of duty represented by the warrant.

Third. That foreign raw materials and unfinished products may be imported into Germany, duty free, for what is called "improvement trade."

Fourth. That German exporters and importers are greatly aided by the German banking system and the branches of banks established in all parts of the globe.

Fifth. That the system of instruction in Germany tends to increase the capacity of the individual German in securing a share of the world's commerce and trade.

Sixth. That certain steamship lines are subsidized by money payments from the Imperial German Government.

Seventh. That Germany maintains commercial, agricultural, and forestry experts in the principal commercial centers of the world. These experts, the consuls, and the consuls general keep the nation fully advised as to business matters the world over.

The entire report is not included. That which is included deserves the closest reading and consideration by editors of the United States, the government, and the commercial forces of the nation in general.

One of the most important factors in the development of Germany's foreign trade is the aid extended by the railways belonging to the various federal states, in giving reduced freight rates to the German shipping ports, on goods coming from the interior and intended for export.

For merchandise shipped to the Levant or to German East Africa, through bills of lading at greatly reduced rates are issued, the rates being based on the distance being lower than the normal preferential rates for goods sent to German ports for exportation by sea.

In the following statement taken from the report are shown the export rates on several classes of goods from certain cities to the German seaports together with the normal rates for the same distance.

EXPORT RATE PER METRIC TON (2,204 POUNDS) ON SEVERAL CLASSES OF GOODS ON GERMAN RAILWAYS, IN CARLOAD LOTS OF 10 TONS.

From	To	Distance in miles	Class of goods	Export Normal Rate
Cologne	Hamburg	267.2	Copper goods, lead in sheets, &c.	\$3.14
			Zinc in sheets, &c.	\$3.17
			Cotton goods, such as parts, ironwares, &c.	\$3.64
			Iron plates, locomotives, machines and ironwares.	2.52
Frankfurt	Bremen	339.6	Iron products, such as beams, &c.	1.37
			Iron products, such as beams, &c.	1.45
			Thuringian wares, toys, &c.	1.79
			Thuringian wares, toys, &c.	3.45
Nuremberg-Hamburg		394.6	Thuringian wares, toys, &c.	3.45
			Thuringian wares, toys, &c.	6.02

For information regarding the preferential rates of German railways on goods intended for export, see also report on "Specialty reduced rates on through traffic for export," by the British Consul General at Frankfurt, published in the monthly Consular and Trade Reports No. 39, October, 1911, pages 59 and 61, and the annual report of the Commissioner of Navigation for 1911, p. 49 et seq.

By the provisions of the German customs law of 1902, when wheat, barley, rye, and oats are exported from the German customs territory, a warrant or import certificate, (Einfuhrschein) shall be granted to the exporter, authorizing him to import duty-free within a period not to exceed six months, a quantity of any of the above-mentioned products, the duties on which would correspond to the amount of duty represented by the warrant.

The warrants may be used as cash for the payment of duties on the above products, and formerly they could be used in the payment of the duties on coffee and petroleum. By a treasury regulation which went into effect December 1, 1911, however, coffee and petroleum were stricken from the list of produce on which the duties could be liquidated by the import warrants and the validity of the certificate was limited to three months from the date of the export. The warrants are negotiable and are readily sold on the various exchanges. The value of the certificates is equal to the amount of duty which would have to be paid on the quantity of the exported product named in the certificate. If it were imported, the duties on 100 kilos (220.46 pounds) are as follows:

Description	General Tariff	Conventional Tariff
Wheat and Spelt	M 7.50 (\$1.78)	M 5.50 (\$1.31)
Barley	M 7.00 (\$1.67)	M 4.00 (\$0.95)
Malting barley	M 7.00 (\$1.67)	M 1.20 (\$0.27)
Other barley	M 7.00 (\$1.67)	M 5.00 (\$1.19)
Oats	M 7.00 (\$1.67)	M 2.00 (\$0.45)
Beans for food	M 7.00 (\$1.67)	M 2.00 (\$0.45)
Beans for seed	M 7.00 (\$1.67)	M 1.50 (\$0.33)
Peas for food	M 7.00 (\$1.67)	M 1.50 (\$0.33)
Peas for seed	M 7.00 (\$1.67)	M 1.50 (\$0.33)

In the following statement compiled from official statistics, are shown the amounts of duties on the various products which were liquidated by import warrants during the calendar year 1911, and also the weight of the exports covered by the certificates.

Description	Amount of duty paid	Weight of exports in tons
Wheat, spelt	\$3,164,586	1,086,796
Barley	1,153,596	623,835
Malting barley	147,913	1,455
Other barley	1,829,264	687,823
Oats	1,880,076	647,823
Beans for food	108,833	7,475
Beans for seed	415,997	2,227
Peas for food		28,532
Peas for seed		1,455
Lupines		816
Vetches		1,033
Rape and colza seed		14,530

Export regulations this prescription has been abolished.

For greater detailed information regarding the four industries of Germany, reference is made to the "Four and Wheat Trade in European Countries and the Levant" by Mack H. Davis, Department of Commerce and Labor, 1909, pp. 71-87.

"Improvement Trade" Fostered.

Foreign raw materials and half finished products may be temporarily imported into Germany duty free for the purpose of being repaired or improved by various processes. Also the exact converse on the same conditions can take place with regard to German goods sent to foreign countries for similar purposes, which may be reimported into Germany free of duty. This is called the "Veredelungsverkehr," or improvement trade.

In the following statement are shown the weights and values in millions of dollars for the principal goods imported into Germany in the improvement trade during the calendar year 1909, the latest period for which statistics are available.

Description	On native account	On foreign account	After being improved
Rice	115,164	3.8	278
Crude naphtha and benzene	27,760	1.1	125
Rubber	29,116	1.5	100
Peas	27,760	1.1	125
Building wood (not sawed)	157,723	1.3	28
Scrap iron	68,288	0.84	100
Sesame	12,132	0.81	100
Quercero and other dyewoods	24,422	0.39	100
Building wood (sawed)	33,643	0.37	2
Petroleum (crude)	1,717	0.35	6
Coffee (raw)	4,973	0.33	100
Tin plate	2,411	0.22	100
Wood spirits (raw)	7,734	0.25	6
Barley	11,711	0.25	6
Various	58,763	8.26	15,016
Totals	967,107	155,416	15,112

Imports. After being improved.

On native account. On foreign account. After being improved.

On native account. On foreign account. After being improved.

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The weights and values in million dollars of the principal goods exported from Germany in the improvement trade during the calendar year 1909 are shown in the following table:

Description	On native account	On foreign account	To be improved in foreign countries
Rice, unpolished and polished, prepared, &c.	165,223	7.57	1,762
Cotton textiles	2,317	1.02	6,711
Cotton lace	2,317	1.02	6,711
Raw silk, uncolored, untwisted, or once twisted	1,482	1.34	345
Cotton yarn, raw, bleached, &c.			232
Silk ribbons, besides velvet and plush			0.98
Wool textiles (for clothing, &c.)	92	0.31	47
Iron pipe	11,912	1.18	107
Railway ties	14,429	1.43	102
Bee and other insect wax	1,425	1.11	100
Groats, grits, &c., from grain	27,635	1.07	100
Shrimp from 5 mm. and over	12,414	0.85	100
Beer in bottles	13,514	0.85	100
Extract of Quercero and other dyewoods	9,665	0.83	100
Arak, rum in bottles			0.77
Rubber goods			0.67
Quercero and other dyewoods	11,194	0.73	100
Lubricating oil (mineral)	1,729	0.72	100
Sewing machines and parts	1,729	0.72	100
Wrought ironware	11	0.12	8
Heavy silkworm, &c.			0.063
Rice starch	13,477	0.24	100
Iron wire	2,303	0.37	100
Peanut and sesame oil in barrels	1,823	0.30	100
Quercero and other dyewoods, crushed	1,823	0.30	100
Railway freight cars	124,411	11.82	2,317
Various			1,674
Totals	321,094	36.60	9621

Exports.

On native account. On foreign account. To be improved in foreign countries.

On native account. On foreign account. To be improved in foreign countries.

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pages. Undoubtedly the very low rate of wages paid to the crews of German ships give German shipowners a material advantage over their British competitors and render American competition impossible under normal conditions.

Wages on German Ships Not High.

"Average wages on German transatlantic ships are not as high as, or at best equal to, Japanese wages on Japanese ships and Chinese wages on ships in trade with Hongkong and the Pacific. The German seaman, however, avoids distasteful military service. Again, German public sentiment, from the Kaiser down to the humblest subject, appears to be enthusiastic in support of the German mercantile marine. In twenty-five years no increase of German subsidies has failed in the Reichstag. The special exemptions and privileges, if any, which Hamburg and Bremen may confer on their great steamship lines in exclusive terminals or control of immigrant traffic under imperial sanction are not known to the bureau."

The German shipping yards are virtually treated as foreign countries in the sense of export rates. In other words, merchandise shipped from the German industrial centers, intended for consumption by the German shipbuilders, receives the benefits of the reduced export freight rates.

A large amount of shipbuilding material is of foreign origin, but the reduced rates are of great advantage to the native manufacturers of castings, shafting, machinery parts, ordnance material, &c., as well as shipyard equipment itself, and in consequence the consumption of the German products is continuously increasing.

The free entry of shipbuilding material, the special through rates by the German Levant Line and the German East Africa Line, the free transshipping and warehousing facilities in the great free ports by the development of inland waterways and railways, all mean either direct government outlay or government concessions or government assumption of a part of the costs involved and are a part of the general plan for developing all the German industries and the German commerce, and especially the trade with foreign countries.

(7) (a) Germany maintains commercial, agricultural and forestry experts who are attached to the consulates general and consulates in the principal commercial centers of the world. At the present time there are two commercial attaches in New York and one in each of the following cities: St. Petersburg, Calcutta, Johannesburg, Sydney, Shanghai, Yokohama, Valparaiso for the west coast of South America, Mexico, Bucharest, and Rio de Janeiro. The amount appropriated for this service in the imperial budget for 1912 is M. 27,150 (\$70,721).

Forestry and agricultural experts are stationed in Christiania, London, St. Petersburg, Rome, Buenos Aires, Chicago, Montreal, and others. The appropriation for these experts for 1912 is M. 202,000 (\$48,076).

For the diplomatic and consular services, the appropriations for 1912 are as follows:

DIPLOMATIC SERVICE.	Amount
Salaries of Ambassadors, Ministers, Charge d'Affaires, Secretaries of Legations, and Legation Clerks, servants, &c.	\$93,454
Consular Service.	
Salaries of Consuls, Interpreters, Clerks, servants, &c.	1,298,576
Contingent expenses, Diplomatic and Consular services.	475,917
General fund for the consular services, including the salaries of consular commercial, forestry, and agricultural experts, a secret fund of \$238,000, transportation, &c.	1,013,046
Total	\$2,825,033

The appropriation for the Imperial German Foreign Office in 1912 for salaries of officials, clerks, servants, &c., contingent expenses is \$764,682.

A special appropriation covering the contributions of the German government to the Zoological Station of Prof. Dr. Dohrn at Naples, the Zoological Station of Kewlenburg, for the promotion of scientific, ethnological, and architectural studies of students in China, for the support of the German schools of medicine in Shanghai, for the support of the German technical schools in China, purchase of buildings, repairs to legation and consular premises, &c.

Grand total	\$4,811,080
Total receipts	286,350
Excess of expenditures over receipts	\$4,524,730

WHAT UNITED STATES SPENDS.

According to the annual report of the Auditor for the Bureau and other Departments, for the fiscal year ended June 30, 1912, the expenditure and receipts of the American Diplomatic and Consular services during the above period were as follows:

Expenditures on account of appropriations under the supervision of the Secretary of State	\$766,945
Other expenses of the Foreign Service	482,546
Total salaries and expenses Diplomatic Service	1,071,855
Total expenditures account of Consular Service	1,554,944
Total expenditures	\$2,626,800

Receipts:	
Diplomatic Service	\$1,430
Consular Service	1,732,346
State Department	21,363
Total receipts	1,733,839
Excess of expenditures over receipts	\$2,542,961

Comparing the excess of expenditures over receipts of the American Diplomatic and Consular services for the fiscal year 1912 with the appropriations in the budget for the German Diplomatic and Consular services for the budget year 1912, the results would be as follows:

Excess of expenditures over receipts German Diplomatic and Consular services	\$2,542,961
Excess of expenditures for German services	\$1,701,579
Not taking the receipts from all sources into consideration, a comparison of the expenditures for the maintenance of the Diplomatic and Consular services of the two countries would result as follows:	
Excess of expenditures for German services	\$4,311,909
Expenditures for the American services	4,275,960
Excess of German over American services	\$35,949

Government Publications.

The information received by the Imperial government which would tend to the promotion of the foreign trade and the development of the various manufacturing industries is compiled and published by the Imperial Ministry of the Interior. This work is carried on in a department of the Imperial government called the "Handelspolitische Abteilung." This department is in charge of a director who is assisted by several councilors called "Vortragende Rat," and by a large number of clerical staff. Under the councilors are different bureaus and divisions devoted to the collection and publication of information relating to the commercial relations of the German Empire with the various countries.

The following are the publications issued:

"Zoll und Handelsrechtliche Bestimmungen des Auslands," foreign customs and commercial regulations. In these volumes are published the most important foreign customs and commercial regulations according to country. These books can be obtained at the publishers, E. S. Mittler & Sons, or from any bookseller.

The prices range from M. 1.25 (30 cents) to M. 6.50 (162 cents) per volume.

"Systematische Zusammenstellung der Zolltarife des In- und Auslands." These publications comprise those custom tariffs of other countries which chiefly affect the German trade. They are arranged according to the different industries and published in single volumes. Those which have a special effect on the textile, metal, stone and earth, chemical wood and allied, farming and food and provision industries. The books cost from M. 1.50 (37 cents) to M. 3.75 (93 cents) per volume.

"Die Handelsverträge des Deutschen Reichs." Under this title the various commercial treaties entered into by Germany with other nations are published in one volume, the price of which being M. 12 (\$2.86).

"Berichte über Handel und Industrie." These are the official reports of the German Consular Reports on certain subjects. Up to the present sixteen volumes of 800 pages have been published, the price per volume being M. 12 (\$2.86). The last volume contained thirteen numbers with a total of 811 pages. Copies of single reports also

may be had at moderate prices at any of the post-offices or booksellers. For instance, Section 8 of Volume 18, which contains the "Mining Products of South Rhodesia" in 1910, and "Wheat Production and Trade in British India," costs 80 pfennigs (19 cents).

"Berichte über Landwirtschaft." These are reports obtained from various sources containing valuable agricultural information collected and edited by the Imperial Ministry of the Interior. Up to the present time twenty-five volumes have been issued, which can be purchased at any of the booksellers. Volume twenty-five contains a report on "Plant Diseases and Damages in 1909," price, M. 2.20 (55 cents).

Some Exclusive Information.

Information of importance to German merchants and manufacturers, which it is desired should not be imparted to foreigners, is published in a special volume, and sent by the Imperial Ministry of the Interior direct to the more important industrial and commercial associations. In the year 1911, 55,100 in round numbers of these publications were forwarded.

Besides being printed, information is also sent by letter to interested parties, especially when it is confidential in its nature. In addition to all of the above, German manufacturers and merchants may obtain special information from the Interior Department, regarding matters which may not be treated in the regular or confidential publications. Samples of foreign wares are also sent to the Interior Department, together with the selling prices, which are only accessible to German business men. Notice of the receipt of these samples is given to the "Nachrichten für Handel und Industrie."

The exact number of the issues of each of the above publications, except those specially mentioned, cannot be given, as the publishers do not make returns to the Interior Department. Neither can the expenditures of the government for publishing customs tariffs in Europe for Department be differentiated, the expenses for salaries, wages, costs of material, heat, light, &c., are not charged to each separate bureau of the department. In the budget of the Imperial Department of the Interior for 1912, provision is made for M. 60,000 (\$142,800) for the publication of the "Nachrichten." The expenditures in the three previous years were as follows:

Hamburg-Levant .....	850	merchants of the city for patronage
Hamburg-England .....	3,386	charity.
Hamburg-Morocco .....	2,335	Members of the association
Bremen-England .....	5,739	their officers and places of business
Bremen-Turkey .....	82	
Berlin-Bornholm .....	22	

The contribution of the German government to the information bureau for publishing customs tariffs in Europe for Department be differentiated, the expenses for salaries, wages, costs of material, heat, light, &c., are not charged to each separate bureau of the department. In



## CHAMBER OF COMMERCE OF THE UNITED STATES.



## Organization and Purposes of the

### Chamber of Commerce of the United States

The Chamber of Commerce of the United States of America was organized at the National Commercial Conference called by the President of the United States through Secretary Nagel and held in the city of Washington, D. C., April 22-23, 1912.

This conference was attended by about 700 delegates representing 392 Chambers of Commerce, Boards of Trade and associations organized in the interest of one trade or group of trades.

Practically every State and Territory was represented by one or more organizations, and delegates were also present from the Philippine Islands, Porto Rico, Hawaii, and the American Chambers of Commerce of Paris, Brussels, and Constantinople.

In order that all sections of the country and all interests might have a voice in determining the plan of organization, State caucuses were held, each State naming one member of the committee on plan of organization, the chairman of the conference naming ten additional members at large.

This same representative committee was later made a nominating committee to bring in nominations for the board of directors.

The scope of the usefulness of the Chamber of Commerce of the United States is as wide as our country, for it broadens into the national field the ideal of local and special commercial organizations. That ideal is to know resource possibilities of the nation, and to be in touch with the activities of the human beings through whom resources have value.

The Chamber of Commerce of the United States of America is organized to accomplish much that is specific, and three general purposes, each necessary and each hitherto neglected.

In the first place, it is to be a clearing house for business opinion, business methods, and such efforts of organized commercial bodies as have suggestive importance in relation to the work of other organizations.

In the second place, it will furnish to the public, and to the government at Washington that correlation which has hitherto been lacking in the activities of the government. It will be a correlating force, thus enabling all the people to learn through an official organization just exactly what is available in the way of knowledge from a government that is very highly ramified and scientifically specialized.

In the third place, it is to secure by means of referendum vote an intimate knowledge of the business sentiment of the United States on all important subjects affected by national legislation.

Taking these three features of its work in the order named, it is apparent that the efforts of the Chamber of Commerce of the United States will confer upon American life a power and an advantage that were hitherto lacking.

(1) During the past twenty-five years there have sprung into existence a great variety of business organizations in all parts of the United States. Some are organized to look after the interests of a community, some of a State, some are drawn toward national questions. Some are solely occupied with the development of one given line of business. Though all of these activities are necessarily related to each other, they have hitherto had no point of contact. There has not been a great central organization through which they could correlate their information and secure its distribution and consideration by the world at large. Many a bright local idea can confer a great benefit on organized endeavor everywhere. The progress of one part of the country has been but little understood or known by other parts of the country, for there has been no organized body charged with the duty of keeping all parts of the United States advised of the progress of all parts. Yet in a fuller knowledge of the nation's progress as a whole and in all its parts, is a reassuring influence on the national mind. The Chamber of Commerce of the United States was organized in a spirit of optimism, and in the belief that there are better things ahead, along the highway of national life, and that those better things will be aided by bringing more and more organizations into touch with each other, and more and more men into touch with constructive organization effort.

(2) In the direction of correlated governmental activities, it is apparent in Washington, and still more apparent throughout the States, that very little working knowledge exists as to the functions performed by the government or as to the thoroughness with which research on all sorts of questions has been made, and is being made. Within the limits of Washington itself, and sometimes within the limits of one department, there are bureaus performing valuable work yet the results of their work remain practically unknown. Within the same department it is possible for

scientific research to go forward that remains altogether unheralded. Instances could be cited where two bureaus in neighboring buildings knew nothing of each other's work. There was a case recently where a bureau decided to change its lighting system. It started an exhaustive investigation. Yet within the same department the Bureau of Standards had been all over the ground, reached conclusions, and made statements that were already valuable for all who needed the information. If, now, this condition exists in Washington itself how lamentable must be the general failure throughout the nation to use the multifarious service which the government is ready to perform, and which it can better perform than any private organization. Therefore, the Chamber of Commerce of the United States of America will most earnestly work to render available to the nation, the varied and useful work which is being carried on for the benefit of the nation in the departments and bureaus at Washington.

(3) In the matter of intimate touch between the Congress of the United States and the business interests of the United States, it is self-evident that Representatives and Senators, together with the legislation that they put forth, suffer by reason of a lack of intimate knowledge of the business sentiment of the United States. There are, indeed, many hearings on many subjects, but only a few come to these hearings, and in no case has there been a public hearing in the city of Washington where the business interests of the whole nation were adequately represented and able to make the voice of their desire known. Yet, day by day, questions of business are constantly coming up in connection with which the President, the departments, and Congress would be glad to know the actual impressive wish of the people relative to some subject of national policy. Consequently, the Chamber of Commerce of the United States of America will serve as a means of bringing together business opinions on many business subjects as affected by national legislation. It will carry on a referendum system, month after month, and year after year in order to be able to supply to the Congress, to the government, and to each incumbent President exactly what is the business judgment of the United States on some subject affecting business or development.

Following the advice of the Secretary of Commerce and Labor in his address at the National Commercial Conference, the board of directors was ordered to take steps to secure a Federal charter. A bill was, therefore, prepared and introduced in the House of Representatives on June 4 and referred to the Committee on the Judiciary, which committee promptly reported the bill back to the House "with the recommendation that the bill do pass" and with the following significant comments:

"As the purpose of the corporation proposed in this bill is to encourage trade and commercial intercourse among the States, the District of Columbia, the Territories and insular possessions of the United States, and with foreign nations; in other words, as its purpose is to encourage, stimulate, facilitate, and extend our commercial relations, there can be no question as to the right and the power of Congress to grant the proposed charter."

"While we have many commercial bodies in the country, known as chambers of commerce and commercial clubs of one sort or another, they are all purely local in their character, intended only to benefit the particular communities in which they are located. We have no organization of a national or quasi national character, such as it is proposed in this bill to organize. The proposed organization would be Federal in its character, its constituent elements being various commerce bodies throughout the country, so that if the purpose be fully realized, it will be thoroughly national and cosmopolitan."

"Its possible usefulness is practically unlimited, both as to our domestic and foreign commercial relations."

"In the collection, publication and distribution of the latest commercial statistics alone it can do incalculable good."

"It can and ought to greatly increase the commercial standing and importance of the United States among foreign nations by materially extending our foreign trade and by creating a higher standard of business ethics."

The question set for solution by the first series of officers is simple in the stating, but complex in the answer: Can the business organizations and the business interests that are scattered over forty-eight States and our possessions be brought into one cohesive body that shall ultimately be able to bring to a focus the entire constructive thought of the entire nation; thus providing a point of contact between a most elaborated national government, forty-eight State variants, and the most widespread democratic civilization on earth. The judgment of the 700 men was affirmative. If they are correct, and it is possible for the organized forces of the United States to lay down foundation principles for such an inclusive body, then in the year 1912 there has been brought into existence a force that if wisely guided and carefully planned and nourished, will reach out over all the coming years and will affect the destiny of the nation for good until the end of time.

- 1—Harry A. Wheeler, banker, Chicago, Ill., President.
- 2—J. N. Teal, attorney, Portland, Oreg., Vice President.
- 3—A. B. Farquhar, mfr. agri. machinery, York, Pa., Vice President.
- 4—Sam D. Jones, mfr. of stoves, Atlanta, Ga., Vice President.
- 5—H. E. Miles, retired mfr. of wagons, Racine, Wis., Vice President.
- 6—John H. Fahy, publisher, Boston, Mass., Chairman Exec. Com.
- 7—John Joy Edison, banker, Washington, D. C., Treasurer.
- 8—D. A. Skinner, from Dept. Com. & Labor, Wash., D. C., Asst. Sec.
- 9—E. H. Goodwin, formerly Sec. Nat'l. Civil S. R. L., N. Y., Gen. Sec.
- 10—Horace H. Allen, merchant, San Francisco, Cal., Director.
- 11—Bernard N. Baker, retired Atl. Trans., Baltimore, Md., Director.
- 12—Frederick Bode, mfr. of millinery, Chicago, Ill., Director.
- 13—A. M. Cooper, dry goods merchant, Bridgeport, Conn., Director.
- 14—C. G. Craddock, mfr. of shoes, Lynchburg, Va., Director.
- 15—A. C. Dixon, mfr. of lumber, Eugene, Oreg., Director.
- 16—Everett G. Griggs, mfr. of lumber, Tacoma, Wash., Director.
- 17—H. J. Hodge, implement & vehicle mch., Abilene, Kans., Director.
- 18—P. J. Krusel, manufacturer, Chattanooga, Tenn., Director.

- 19—J. H. Kempner, banker & cotton factor, Galveston, Tex., Director.
- 20—B. F. Kaufman, real estate and ins., Des Moines, Iowa, Director.
- 21—Albert J. Logan, mfr. beds & bedsteads, Pittsburg, Pa., Director.
- 22—Wm. D. Muller, wholesale grocer, Wilmington, Del., Director.
- 23—Elias Michael, dry goods merchant, St. Louis, Mo., Director.
- 24—Ludwig Nissen, importer of diamonds, New York, N. Y., Director.
- 25—Frank F. Prentiss, mfr. twist drills, Cleveland, Ohio, Director.
- 26—Lewis W. Parker, cotton mfr., Greenville, S. C., Director.
- 27—John P. Truesdell, retired from Prod. Ex., New York, Director.
- 28—W. B. Thompson, cotton factor, New Orleans, La., Director.
- 29—August H. Vogel, mfr. of leather, Milwaukee, Wis., Director.
- 30—Geo. H. Whitteher, Supt. of Schools, Dublin, N. H., Director.
- 31—Harry T. Wickes, mfr. machinery, Saginaw, Mich., Director.
- 32—E. P. Wolfe, baker and miller, Minneapolis, Minn., Director.
- 33—Edward F. Trefz, former adv. counselor, Chicago, Ill., Field Sec.
- 34—G. Grosvenor Dave, from Southern Com. Cong. Chief Ed. Division.

\*Indicates members of Executive Committee.

